

THE AMERICAN ELEVATOR AND GRAIN TRADE

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No. 4. }

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& Co.**

**GRAIN
and
PROVISIONS**

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CHICAGO

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**MOHAWK
ELEVATOR BELTING**

of your Contractor or Dealer

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*The Gutta Percha & Rubber Mfg. Co.
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Ask for Bids

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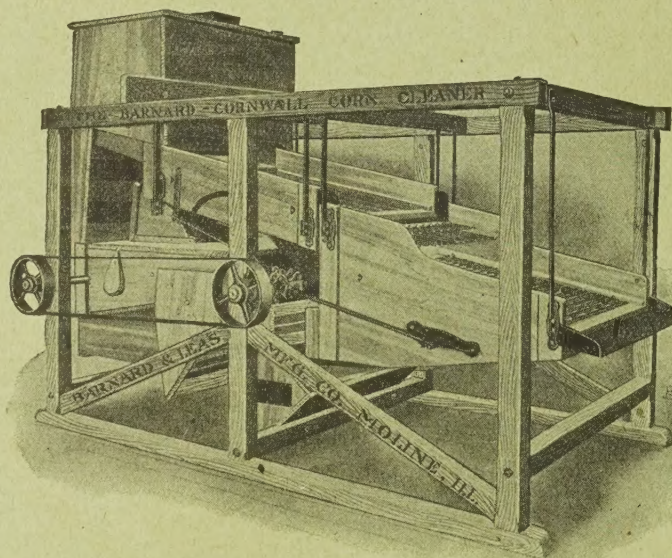
The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counter-balanced shaker, two air separations and the latest style feeder.

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Sieve
Corn Cleaners*



*Always
the Leader
in Capacity,
Efficiency
and Durability*



The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

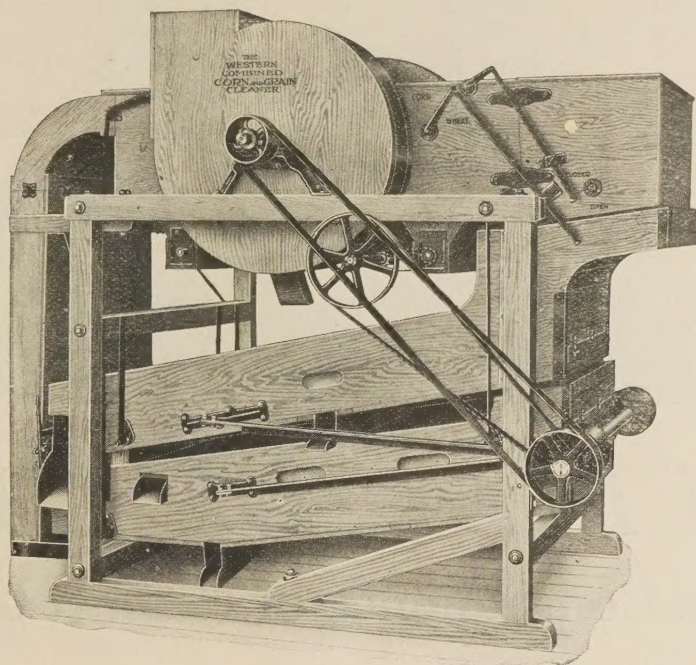
BARNARD & LEAS MFG. CO.

MILL BUILDERS AND

MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

The Western Combined Corn and Grain Cleaner



Just Out and 100 per cent Efficient

The urgent demand for a machine among grain elevator operators that will separate and clean corn and cob as it comes from the sheller and reclean corn, oats, wheat and other small grains without changing screens has prompted us to design and manufacture this Combined Corn and Grain Cleaner. It is designed right by men who know how, a cleaner made of the best material, in a modern factory where grain cleaning machinery has been a specialty for the past forty years. This machine embodies features not found in any similar one and proves without doubt the most popular Combination Cleaner today. Not before subjecting it to the most critical test are we offering it for your approval.

Note Its Attractive Features

The Motion—The motion given the double shoe is a counterbalanced, compound shake, produced by four eccentrics working in opposed pairs.

The Shoe—The shoe is made in two parts. The upper shoe is equipped with screens for separating and cleaning corn and cob as it comes from the sheller, also for recleaning corn and oats. The lower shoe is equipped with screens for cleaning wheat and other grains.

The Screens—Our improved patented adjustable finger screen is used in the upper shoe, is absolutely non-chokable, always clean and open, insuring a quick and perfect separation. It is made two sections and can be instantly adjusted for coarse or fine cleaning by simply turning a hand wheel.

The lower shoe contains screens for cleaning wheat and other small grains and are provided with perforations of a proper size for the work to be done. Underneath this is a cockle, or sand screen, which takes out small grains, dirt, seeds, etc., depositing them at the side of the machine.

The Eccentrics—The four eccentrics are babbitted with genuine babbitt and so arranged on the crank shaft that they produce a counterbalanced drive. They run in oil, and obtain lubrication by a splash and capillary system which requires little or no attention; also insures perfect lubrication.

The Bearings—The fan and main crank shaft bearings are especially designed ring oiling type and babbitted with genuine babbitt.

The Fans—Two large fans are used, a spacious air chamber being provided between them. Valves which control the air currents are located on the side of the air trunk, and are easily adjusted from the floor. This machine is absolutely dustless. As the grain enters, also as it leaves the cleaner it is subjected to an easily controlled current of air, which removes all dust and other material lighter than the grain being cleaned. By means of a lever at the side of the air trunk, the operator can adjust the size of the opening where the grain discharges from the shoe into it. This is especially desirable when cleaning light oats, as it enables the operator to take in air above the oats as well as below, thus partially lessening the air current coming up through them.

Construction—This machine is extremely simple. The frame is built of thoroughly seasoned, selected hard maple. All joints are mortised and tenoned, held together with joint bolts and heavy cast iron washers under the heads.

Guarantee—Each machine is set up and tested before shipping and is guaranteed to be as represented. We will ship one of these cleaners to any responsible party on thirty days' trial. Can we make you a better offer?

IMPORTANT—Don't fail to write us at once for prices and detailed description of this wonderful cleaner. It will prove a source of profit to you.

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Decatur, Illinois, U. S. A.

Manufacturers of the famous Western Line of Shellors and Cleaners.



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To Suffer a Like Consequence of Neglect to Your Property

Think what this would mean to you!

Your business is established; you cannot afford to tolerate fire hazards.

We are in a position to advise you from what causes fires have been known to originate—and the

PROPER METHOD OF PREVENTION

Your insurance rate is based on the fire hazard of your plant. Eliminate the hazards thereby reducing the cost of your insurance to the minimum—but we must

FIRST: *Secure your cooperation*

SECOND: *Arrive at the ACTUAL causes of fires*

THIRD: *Provide protection*

FOURTH: *Maintain Protection*

25 PER CENT of all fires reported to us are of "unknown" origin.
What is causing these fires?

IT IS UP TO YOU

Mr. Owner and Mr. Operative, to make frequent, careful investigations regarding the condition of your property from a FIRE PREVENTION standpoint and if any fire hazards exist, take immediate steps to eliminate them.

*If you are in doubt about the protection of your plant—ask us—
Advice free of charge to policy holders of the following companies:*

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OHIO MILLERS MUTUAL FIRE INSURANCE CO., Canton, Ohio.
PENNSYLVANIA MILLERS MUTUAL FIRE INSURANCE CO., Wilkes-Barre, Pa.
MILL OWNERS MUTUAL FIRE INSURANCE CO., Des Moines, Iowa.

THE MILLERS MUTUAL FIRE INSURANCE CO., Harrisburg, Pa.
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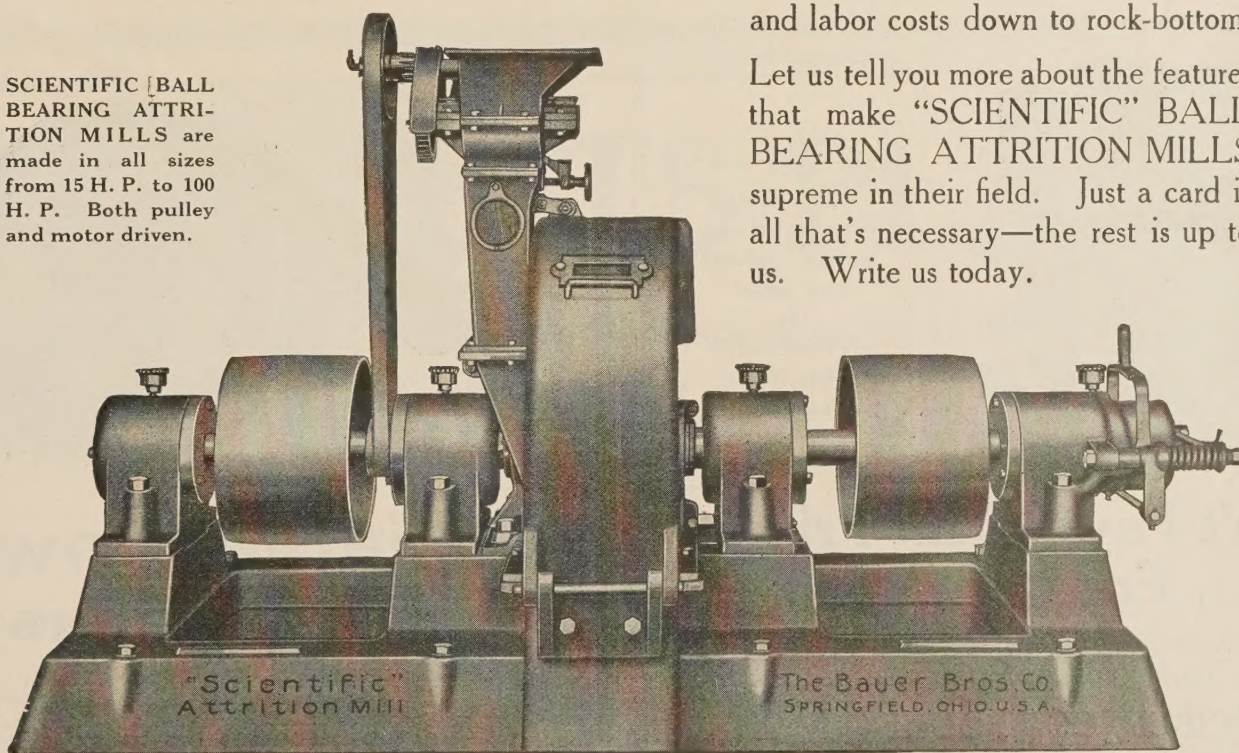
Grind it the "Scientific" Way

—and save 40 cents of every dollar you have been spending for power. We guarantee the "Scientific" to grind the same quantity of material at a power cost of 60 cents—that has been costing you \$1.00 with any other mill—and the quality is finer to boot. And we know we're safe for we've proved it in more than a thousand mills in every part of the country.

More than fifty years intensive striving for improvement are represented in this mill. Every part is easily and conveniently accessible. It is designed throughout to bring power, upkeep and labor costs down to rock-bottom.

SCIENTIFIC BALL BEARING ATTRITION MILLS are made in all sizes from 15 H. P. to 100 H. P. Both pulley and motor driven.

Let us tell you more about the features that make "SCIENTIFIC" BALL BEARING ATTRITION MILLS supreme in their field. Just a card is all that's necessary—the rest is up to us. Write us today.



THE BAUER BROS. CO. Room 517 Bauer Bldg.
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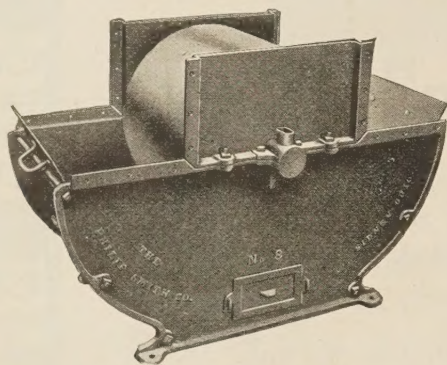
The Fact Remains—That Efficient Elevator Equipment Is Essential to Your Success

Success in your business depends upon the absolute assurance that your elevator equipment, including Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Elevator Boots and Heads, Loading Spouts, Power Transmission Machinery, etc., is of a type that year in and year out under all conditions will prove reliable, dependable and economical. This assurance we give you in

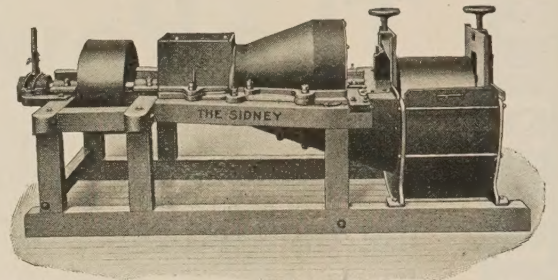
The Sidney Line

The Most Complete Elevator Equipment on the Market Today.

The Sidney Cast Iron Boot, without Take-up Boxes, as illustrated below, is made of cast iron and is furnished with screws, pulley, shaft and oil tubes. The ends are made to lift out giving a large space underneath which facilitates the rapid cleaning out of boot. It is furnished with hand holes on the sides has no take-up boxes, as many want the take-up on the head in preference to the boot. It will meet with every elevator operator's approval.



The Sidney Cast Iron Boot without Take-up Boxes



The Sidney Corn Sheller and Elevator Boot Combined, with Take-up on Boot

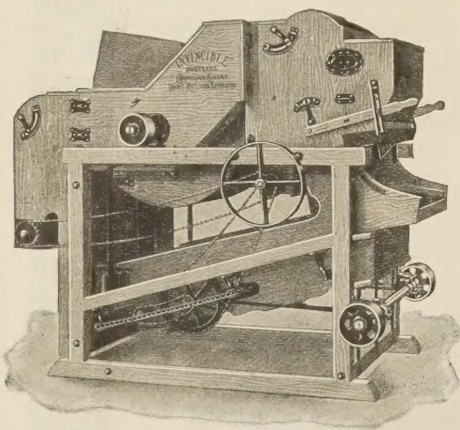
The Sidney Corn Sheller and Elevator Boot Combined, with Take-up on Boot as illustrated above, is designed for the convenience of grain elevator operators who wish to avoid pits and do not favor a Fan Sheller. No expensive hoppering under the Sheller to the Boot required. No danger of Sheller choking, or corn flying into your Boot pulley. No fan to blow dust up the elevator legs. Boot shaft is entirely independent of the Sheller shaft, is made to fit any size cup. Pulley can run in either direction. The end plate in boot is removable and provided with hand hole in case of choke-up in elevator. Additional features are found in our catalogue. Investigate before ordering.

Important—In order to profitably handle your share of this year's splendid crop it is necessary to be equipped with grain handling machinery that assures you dollar for dollar in return. Write for prices and further information also for our catalogue covering the complete "Sidney Line" with endorsements and unsolicited comments by Sidney operators. A postal will do.

The Philip Smith Mfg. Co.,

Sidney, Ohio

A Complete Stock of the Sidney Line is at Enterprise, Kansas



What about
that grown and
musty wheat
and oats?
The
INVINCIBLE
puts it in
perfect shape.

Don't Pay Wheat Prices For Refuse

You can save a lot of money by giving your wheat a preliminary cleaning as it comes from the farmer, with an

INVINCIBLE COMPOUND SHAKE DOUBLE RECEIVING SEPARATOR

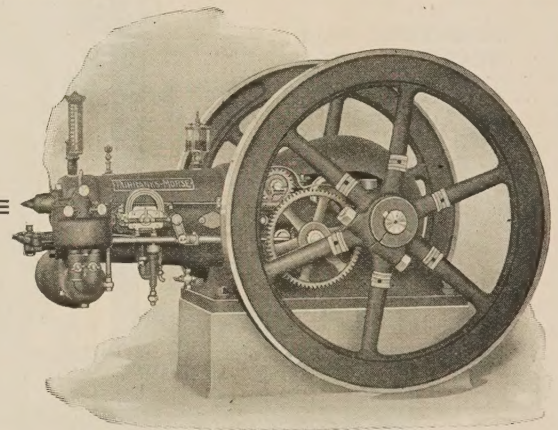
For mill or elevator. Gives two air separations. Compound shoe does away with all shake and tremble. A really modern machine.

Write for prices and convincing data.

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Reliable Power for Elevators

at low Fuel Cost

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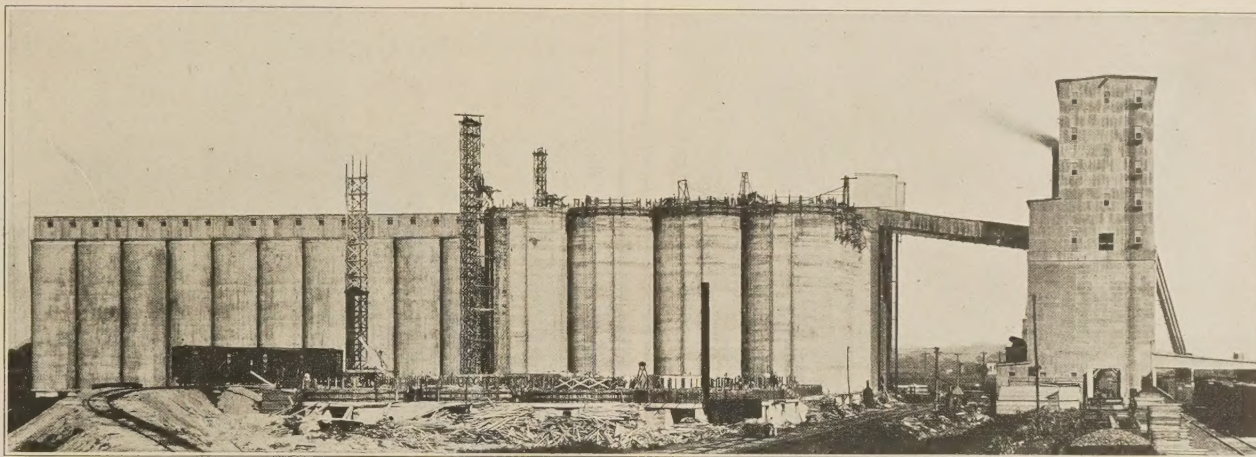
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Working House and Storage No. 1, Capacity 1,000,000 Bu.,	Built in 1905
Storage House No. 2	1,700,000 " Built in 1913
Storage House No. 3	3,300,000 " Being built <i>Now</i>
Total Capacity	<u>6,000,000</u> Bushels



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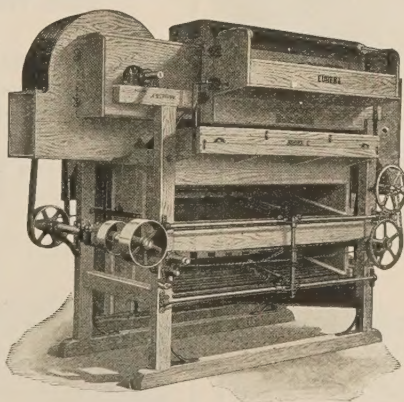
LONDON
36 Southampton St., W. C.
ENGLAND

WILD OATS PLAGUE

Never within the memory of the oldest grain dealer was there so many wild oats in wheat as there is in the 1915 crop.
LET US TELL YOU HOW TO GET RID OF THEM.

The Spaulding Elev. Co.
says:

"We were able to clean grain which originally had 6 lbs. of wild oats to each bushel, down to one pound in one operation."



A Minnesota Manager
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"On a test run this afternoon we took wheat with 17 lbs. dockage and reduced it to 3½ lbs. dockage. Capacity 1050 bushels per hour."

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Transfer Elevators Terminal Elevators Country Elevators



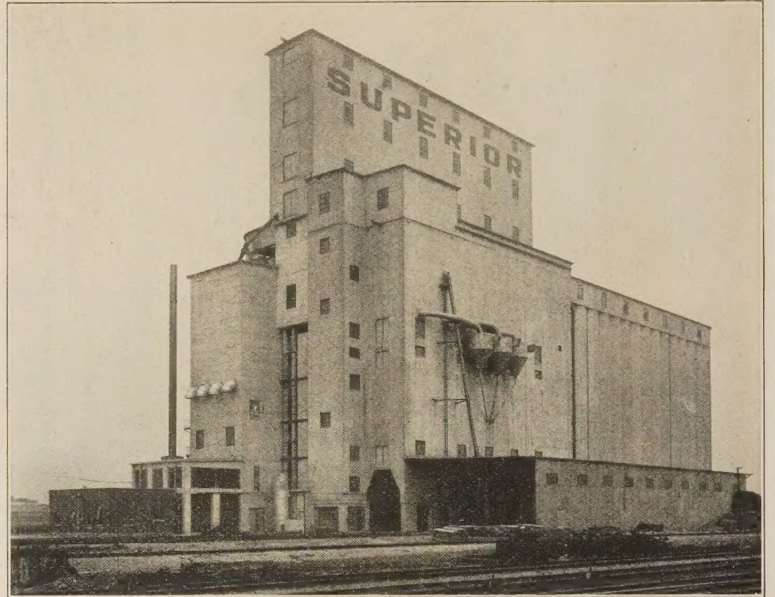
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Storage capacity 1,500,000 bushels, with complete equipment for receiving grain from boats or cars, and for cleaning, drying and bleaching grain.

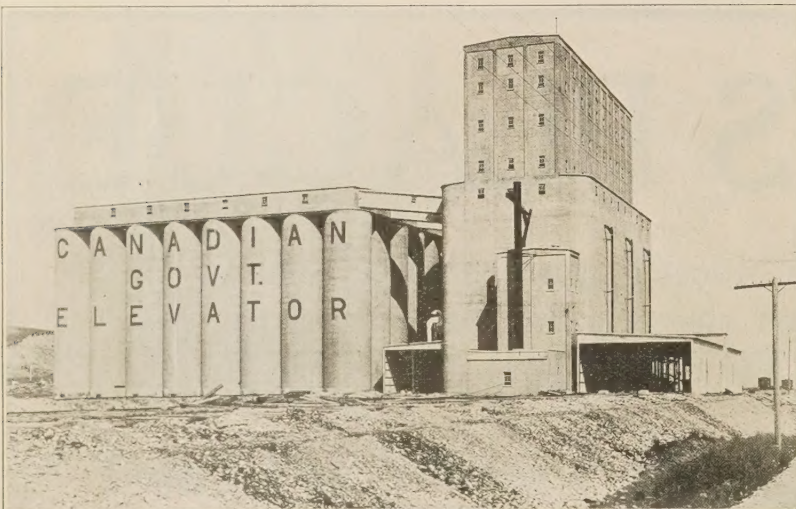


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We prepare plans and make lump-sum price for the complete work.

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Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity, Constructed by Janse Bros., Boomer, Hughes & Crain.

We Build Reinforced Concrete Structures of all Types Grain Elevators, Mills and Industrial Plants a Specialty

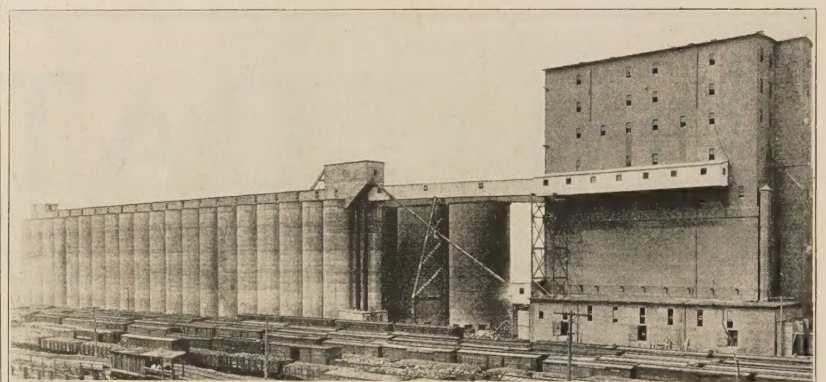
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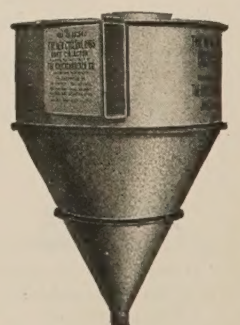
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The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners

ALL STEEL



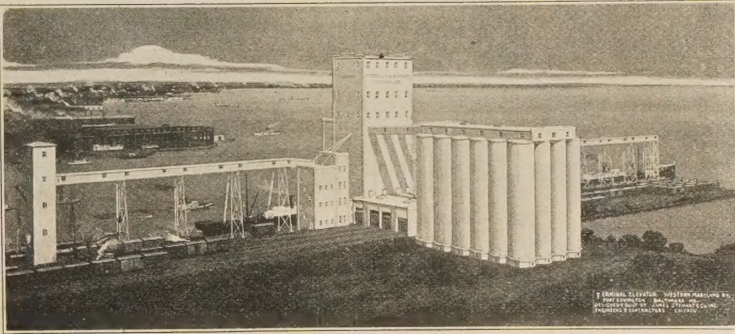
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One Million Bushel Fireproof Terminal Elevator

FOR THE
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We Build Elevators, any type of construction in any part of the World.

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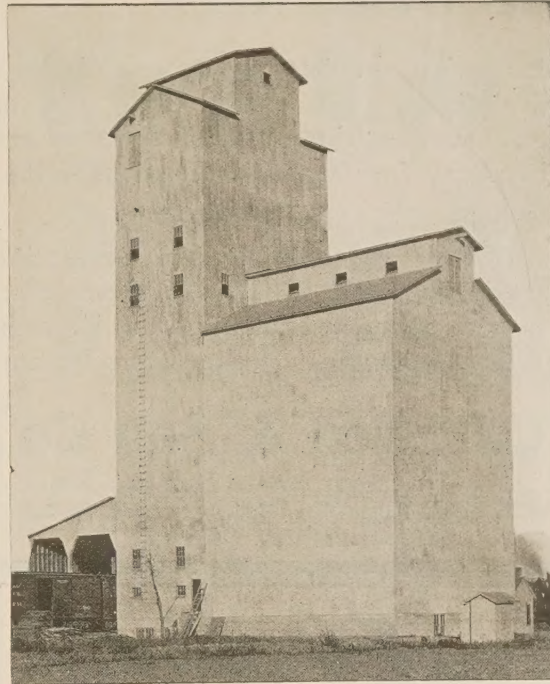
R. H. FOLWELL, Engineer

JAMES STEWART & CO., Inc.
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

**"When Better Elevators Are Built—
BURRELL Will Build Them"**



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TO-DAY

**Burrell
Builds
Best
Buildings**

For
Grain Storage
Purposes

Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

We Maintain the
Following Offices
for Your Convenience:

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For Modern Elevators

Plans, Estimates of Cost, Grain
Handling Machinery, Scales and
Engines,

Write our MAIN OFFICE at
Omaha, Neb.

We Build Elevators That Last
Prompt Service—Moderate Prices

Write today

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If you are contemplating building an elevator we would like to furnish you plans and prices covering elevators complete, including all accessories and taking in your first 100 bushels of grain. We will call on you, give you such and all information as you require and guarantee satisfaction for your elevator complete.

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It is made in one
quality only—four
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CRUCIBLE CO.**
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Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

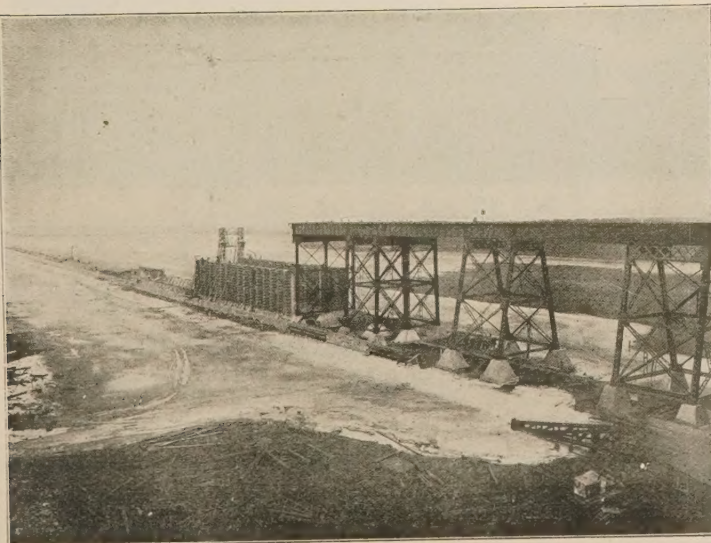
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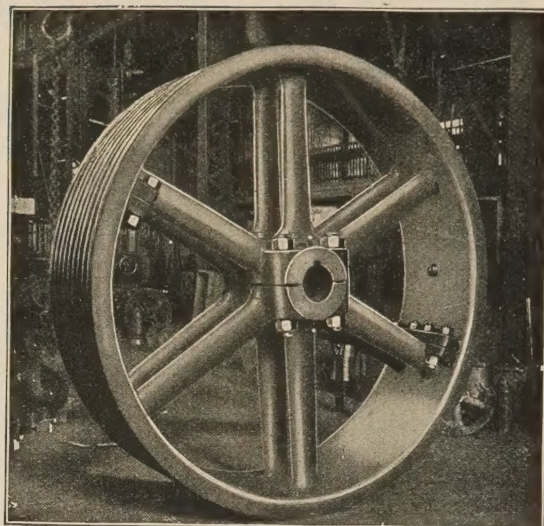
We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manilla rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for Supplies.

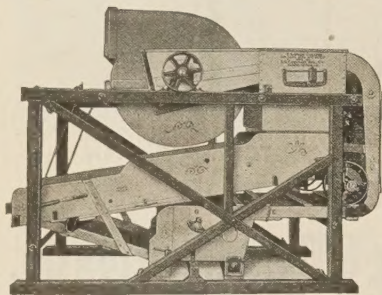
H. W. Caldwell & Son Co., Chicago

Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street



Send for Catalog No. 38.



THE U. S. Grain Cleaner

should be in every well equipped plant that handles grain.

Higher Grades—Higher Prices.
No vibration — All bearings
ring oiled. Center discharge.
One fan to control. Fine separ-
ations, and **all the corn**
saved.

The Constant Safety Ball Bearing Man-lift

The most satisfactory connecting
link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes,
which we guarantee.

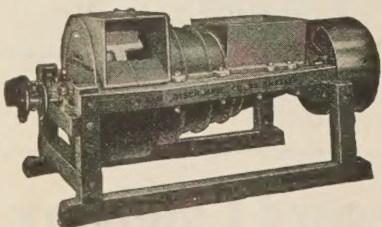
State distance between floors and
get our **Net Price**.

U. S. Corn Sheller

Hard to break and easy to
repair.
Fan discharge, over or under,
right or left hand.
Iron or wood frame.
Three piece cylinders.
Heavy reinforced shells.

Practical devices, in complete
equipment, power transmission
machinery and supplies are listed
in the Constant catalog. Complete
equipment with

Kansas City Mill & Elevator Supply Co.
Kansas City, Missouri.

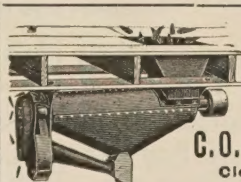


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DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1, postpaid. Circular free.

Agents wanted. **GIBBS RESPIRATOR CO.,**
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Triumph
Power
Corn Sheller

C. O. Bartlett & Co.
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GOODRICH Grain Belts

make mighty good backbone for your elevators.

Here's the test

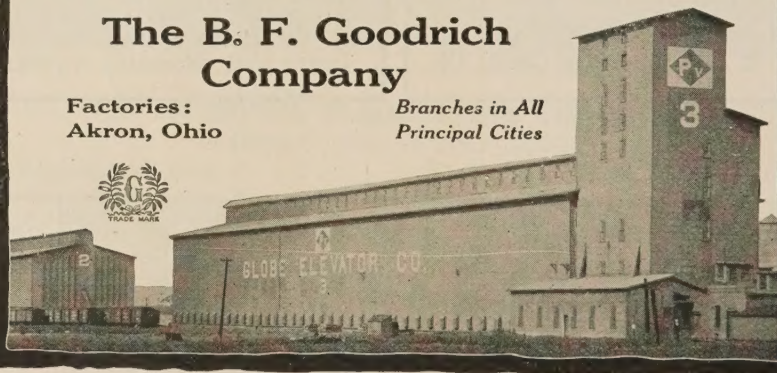
Try a Goodrich bucket-leg horizontal carrier or drive belt in your plant. The real results or "work units" you get according to the experience of others will make Goodrich your "buy" word for belts.

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Factories:
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4900
feet
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plant



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COUNTRY GRAIN ELEVATORS

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INDIANAPOLIS, IND.

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By W. G. JOHNSON

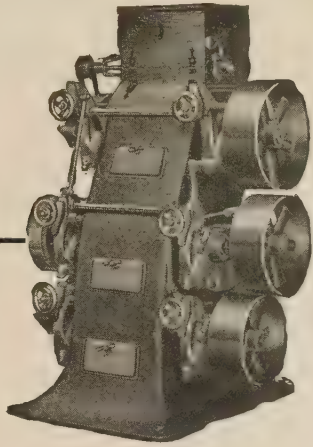
Contains full directions for Fumigating Mills and Elevators.

318 Pages

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For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
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Everything
for the
Modern
Mill

**N o r d y k e
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Established 1851

Ask for
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America's Leading Mill Builders



Still Another Morris Grain Drier

This time we are installing a 1000-Bushel Morris Drier and a 3000-Bushel Morris Cooler and Conditioner in the C. & N. W. Elevator at Milwaukee, Wis., not because our price was low, but because they have investigated the Drier Question and found that Morris Grain Driers are best. Let us send you a list so you can see the class of concerns that are using our Driers.

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Minneapolis, Minn.

DON'T BUY AN AUTOMATIC SCALE

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The HOWE SCALE Co. of Ill. The NATIONAL AUTOMATIC SCALE Co.
Minneapolis, Minn. CHICAGO

Of Interest

To the Present or
Prospective Owner
of a Ball Bearing
Attrition Mill.

Every theatre goer is familiar with the entertainer who, at some period of the performance, steps to the stage and announces "a few imitations."

Sometimes these imitations are clever—but imitations have their limitations.

They rest on some peculiar contortion of the body—some expression of the face—or some peculiarly accented manner of speech.

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The History of the Monarch Ball Bearing Attrition Mill is one of origin, proving, introduction, successful operation—and imitation.

Five years ago the first Ball Bearing Attrition Mill, offered inspiration to imitators and its main features of merit are today being imitated; just as you have seen the theatrical imitator try to duplicate the prominent characteristics of the star whose leadership is so firmly established that an imitation is recognized.

But—the principles which invite imitation of the Monarch—are covered by United States Patents—and therefore every use of them by others, than ourselves, is a flagrant violation of the law.

The selection and purchase of a Monarch Ball Bearing Attrition Mill, signifies that you secure the tangible value involved in long years of experience, the best engineering ability and a consistent manufacturing policy.

The selection and purchase of an imitation—an infringement—is undesirable—inasmuch as we propose to protect our interests and the interests of our patrons, by using to the fullest, the exclusive privileges granted to us, by United States Patents, numbers 1146032, 1146030, 1146034, 1146740 and 1111274—covering eighty different claims—and to prevent the use of these privileges by others.

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That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you

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STRONG-SCOTT MANUFACTURING CO.
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invinible Cleaners, Knickerbocker Dust Collectors

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

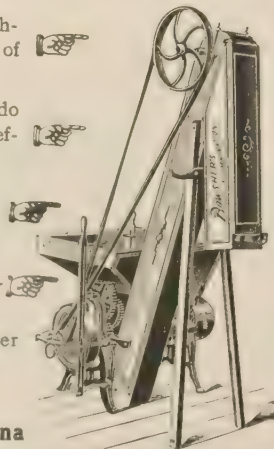
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A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



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Combined Truck and Weighing Scale—Patent No. 833604



This cut showing an ordinary truck platform with a steel coal hopper attachment illustrates only one of the many uses to which this device is adapted. Bulk or bag grain, feed or package goods, are quickly weighed in and out of cars.

The latest device for serving you in the economical weighing of your goods is a combined truck and weighing scale which provides a hand truck which is readily adjusted to any position to accurately weigh its load and as readily moved to any position desired, where it is free and independent of the load and unaffected by the ordinary and usual purposes of a truck.

A further object is the providing of a truck scale with a weighing-scale having an independent frame to which the scale mechanism is attached, that is free from the attachment to the frame of the truck, and that is therefore free from all injurious strain or expansion to which the frame of the truck may be subjected under ordinary use.

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812 Great Northern Building,

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Grind It on The Diamond

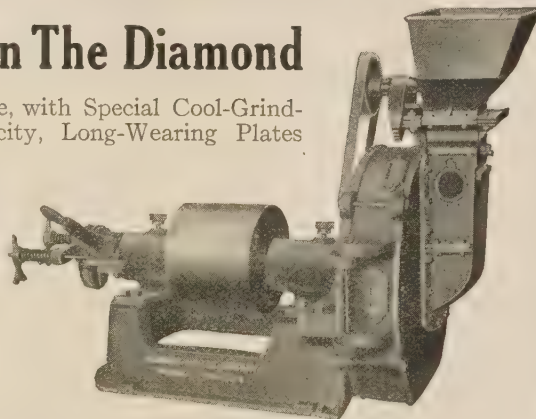
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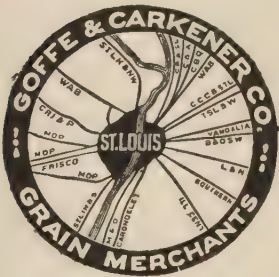
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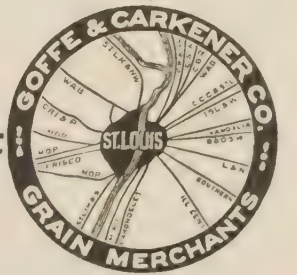
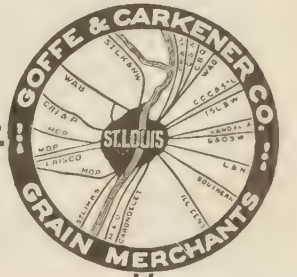
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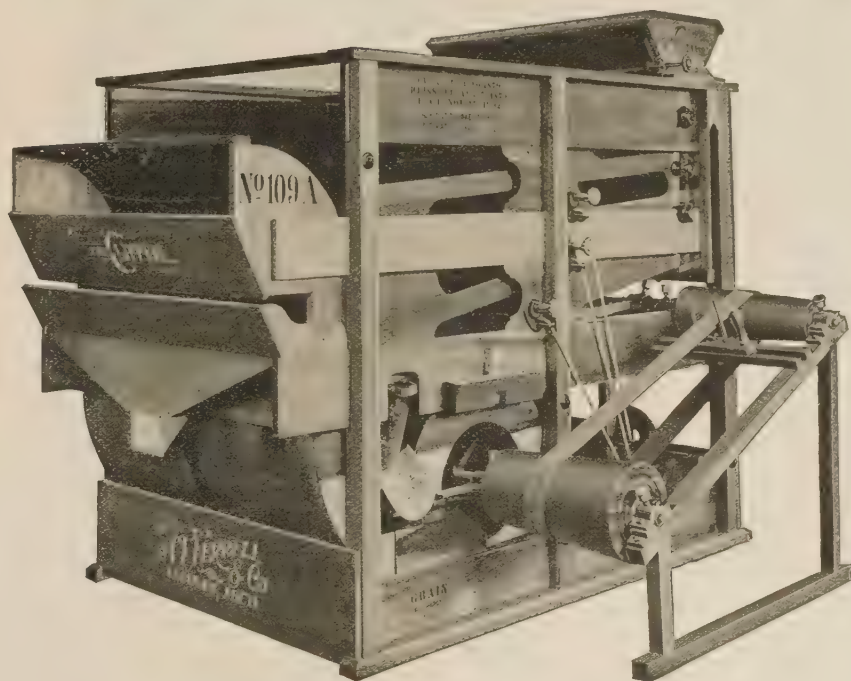
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INSURANCE ASSOCIATION
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Insurance on Flour Mills and Ele-
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Write for Latest catalog and prices

A. T. FERRELL & CO., SAGINAW, W. S., MICH.

is unequalled for handling all kinds of field seeds and grain in local elevators. It is excellent for grading seeds or seed grain, as it carries four screens—three full length and one half length—with our Traveling Brushes on the three lower screens. The Brushes enable you to keep the machine working to its full screen capacity all the time.

It is equipped with our Special Air Controller for regulating the vertical blast, which is a desirable feature. It is very light running, strongly built, easily installed and simple in operation.

We guarantee this machine to give perfect satisfaction on Clovers, Timothy or any other kind of field seed or grain, and it can be operated with one-fourth the expense for power of any suction cleaner of equal capacity. If you are looking for a first class, up-to-date Cleaner of good capacity we should be glad to send you catalog with prices and discounts upon request.

THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



These small driers are particularly adapted for drying wheat for mills. Prompt shipment.

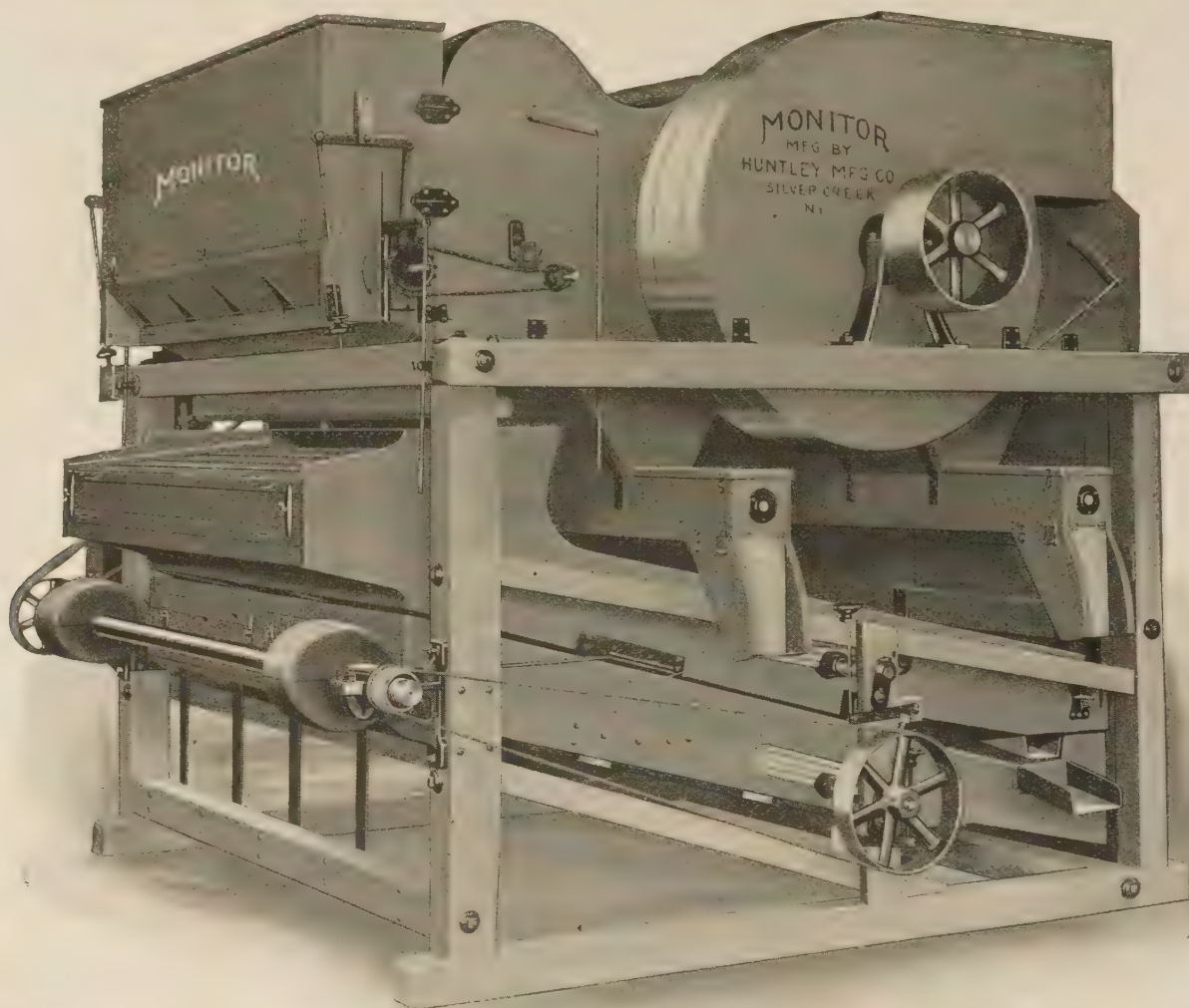
Heading the Procession

The ELLIS DRIER of today is "heading the procession" because it incorporates every tried and true principle in grain drier construction. Our fifteen years actual experience in drying grain of all descriptions has resulted in a drier which we confidently believe stands in a class by itself and one which we are prepared to back with a cast iron guarantee as to capacity and quality of work. We have never failed to make good with others and if afforded the chance we will not fail you.

GRAIN DRIERS **THE ELLIS DRIER CO.** OAT BLEACHERS
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Monitor
America's
Master Cleaner

Several Patents—



Automatic
Receiving Separator

A Saving on every bushel of grain it handles

Actual performance by several hundred of these Separators during a period of several years and under all conditions demonstrates conclusively that this automatic type of "Monitor" cleans easier, more uniformly, with less up-keep and maintenance expense and with decidedly less shrinkage loss to the user than any Separator in the world. Some bold statement. Back of it is proof of the kind you or our competitors cannot get by. Scores of users of this Automatic "Monitor" thought they were cleaning well, had an idea they were cleaning closely as to expense, etc., with other Cleaners—they come to a very decided monetary advantage to themselves by actual trial of this machine. Honestly, you cannot afford to use some other Cleaner. Just give us a chance to prove it.

What it is and how it is made, of course, will interest you. We mention briefly the following outstandingly prominent features: Automatic under-the-sieve cleaners; our exclusive style of automatic patented, disc-oiling eccentrics (mounted in dust-proof, fire-proof hoods); one-over-the-other self-balancing shaker drive; heavy duty, deep reservoir, self-oiling bearings (ball bearings for fan shaft when preferred); adjustable gate working in connection with revolving force feeder; patented stream spreading devices; patented internal air equalizing regulators; patented escapement gates; exclusive type of interchangeable screen arrangement; distinctive design of deep settlings chambers; accessibility of incomparable character; outside, low speed fans; heaviest built, yet the lightest operating Receiving Cleaner in the World—capacity and quality of work considered.

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not an expense**

HUNTLEY MFG. CO., Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXIV.

CHICAGO, ILLINOIS, OCTOBER 15, 1915.

No. 4.

A Rapidly Expanding Kansas City Elevator

The Third Storage Unit Recently Constructed for the Rock Island Terminal Elevator Raises Total Capacity to Nearly 3,000,000 Bushels and Will Boost Kansas City Grain Receipts

PROBABLY the biggest advantage of the modern concrete construction for grain elevators and the one least frequently mentioned is the great ease with which storage units may be added to the original plant. Granted the right kind of location with enough vacant land around it, an elevator nowadays may start with a comparatively small house and through successive stages of expansion end with a mammoth plant. In fact, if the present rate of growth of some of our big elevators is maintained, our grandchildren may see some storage plants which will make the largest of our present-day elevators seem dwarf-like in comparison.

A striking instance of this is the rapid growth of the Rock Island Terminal Elevator in the Armourdale Yards at Kansas City, Kan. Twice before has this elevator been illustrated in the columns of the "American Grain Trade," first upon the completion of the original plant and then when the first storage unit was added. Now another 1,000,000-

Lushel annex has just been finished and is shown in the illustration on this page.

The initial elevator was described and illustrated in the "American Grain Trade" of September, 1905. It was constructed by the Macdonald Engineering Company of Chicago, which firm has built all the subsequent buildings. The original plant with its Webster transmission machinery, Day Dust Collectors, Invincible Cleaners, Eureka Oat Clippers and Fairbanks scales was considered to be one of the finest elevators in the country. After 10 years of service, it is still ranked among the most up-to-date plants, which is a high tribute to both its design and equipment.

The first plant (No. 1 Unit) has a storage capacity of 650,000 bushels, and a handling capacity of 100 cars per day.

In 1913 the second unit of reinforced concrete was erected and illustrated in our September issue of that year. This has a capacity of 1,000,000 bushels with an unloading capacity of 75 cars per day.

The present plant (No. 3 Unit) is used exclusively as an annex storage for the No. 2 Unit. Its capacity of 1,000,000 bushels brings the total capacity up to 2,650,000 bushels, making it one of the most important grain handling terminals in Kansas City. The new storage is a reinforced concrete building occupying a wedge shape triangular piece of property, which is limited on all sides by the terminal tracks and the viaduct of Seventh street, crossing the terminals at this point.

The new building was erected on what is known as a spread, or slab, foundation, the footings of which are located some 9 feet below the track grade. The open basement, under the bins, contains the belt conveyors for delivering the grain from the bins of the annex to a loftier leg located in the east end of the building. This loftier leg delivers the grain into the No. 2 Unit by means of direct spouting, from which point it may be distributed to any bin in the entire storage, or weighed and shipped directly to cars. In like manner the new annex



THE ROCK ISLAND TERMINAL ELEVATOR, KANSAS CITY, KAN., WITH LATEST STORAGE ADDITION SHOWN AT LEFT
All Three Units Were Constructed by the Macdonald Engineering Company, Chicago, Ill.

storage may be filled from any of the receiving points in the No. 1 or No. 2 Units.

A 36-inch reversible transfer conveyor traverses the entire length of the buildings by means of which all of the bins in the annex storage may be reached from the scales.

The new plant is leased and operated by the Terminal Elevators Company, which is the Kansas City end of the J. Rosenbaum Grain Company of Chicago. The completion of this splendid terminal has enabled the Rock Island Railway Company to reach out successfully for its share of the enormous grain transportation business of which Kansas City, in the last few years, has been the nucleus, and which has caused such wonderful development in grain storage at that point.

MILLION-BUSHEL GRAIN ELEVATOR IS DESTROYED BY FIRE

Fire claimed another victim from the old landmark elevators when the big frame elevator of the Northwestern Elevator Company at Minnesota Transfer, Minn., was destroyed on September 18. It was one of the few large frame structures of the



BURNING MINNESOTA TRANSFER ELEVATOR WHEN FLAMES WERE AT HEIGHT

kind still remaining in the country, and ranks among the oldest, having been erected in 1882. A section was added to the elevator in 1897, making its total capacity 1,000,000 bushels. In 1912 a tornado struck the plant, carried away the roof and destroyed some of the machinery. The damage was repaired and new machinery installed.

The cause of the fire has not been ascertained, and probably will never be known. It seems to have started in the afternoon and in a very short time the elevator resembled a furnace. The spectacular nature of the blaze may be gathered from the accompanying illustration. The entire St. Paul fire department and hundreds of volunteers fought for hours to prevent the flames from spreading to nearby buildings.

As the elevator contained little grain at the time, the loss was confined principally to the building. Conservative estimates placed the amount at \$110,000, said to be covered by insurance. A new modern fireproof elevator will be built to replace the burned wooden structure, according to an announcement by C. A. Magnuson, president of the company, who further said: "The fire came at a particularly bad time for us as the kind of elevator we want to build cannot be put in service for this year's crop. Plans for the erection are indefinite as yet but it is certain we will not build an elevator of less than 1,000,000 bushels capacity. It will more likely be 1,500,000 bushels capacity and will be of the most modern type of elevator construction."

The Value of Good-Will

An Intangible Factor Which Is Sometimes Overlooked in the Grain Business but Which May Easily Be Converted into a Definite Asset by Enterprising Dealers.

By G. D. CRAIN, Jr.

A PROMINENT and successful grain dealer was recently lamenting the fact that good-will is not a factor in the trade, and that consequently it is worth nothing to a concern to have been in the business over a period of years, marked by high-class dealings with its customers.

He cited the fact that when he entered the trade he and his partner changed the name of the concern which they had taken over, not regarding the good-will attaching to the name as worth anything. In the same way, he pointed out, other big grain houses in different markets have changed their designations without any compunction, because, he said, they did not believe that names meant anything to grain buyers.

"Price controls the grain business," he concluded.

To the concern which is a negative influence personally?

To the house which cares nothing about its customers, and shows it?

Or to the concern which has carefully and conscientiously endeavored to create good-will, through personal work, advertising and various other factors?

To the latter, undoubtedly. And when the number of times that this choice must be made is considered, it is evident that the value of that intangible element called good-will is much greater than many believe. Really, a great many grain dealers who imagine that they could get along without good-will, and that it has nothing to do with their success, are the very ones who profit most through it. Their standards are high, regardless of whether they profit directly from them or not, and this method of doing business has created a good reputation, prestige and good-will, the benefits of which they are constantly receiving, even though they may be wholly unaware of it.

The country elevator man could not get along without the good-will of the farmers whose grain he handles. There may be another elevator in the same town, competing for the grain, and the competition may be expressed largely in terms of price. But here again the man who is well-liked by the farmers, and who has shown a disposition to play fair with them, is going to get the business whenever there is an opportunity to make a choice. The other fellow must pay, by a higher price, for the privilege of handling the grain that would otherwise go to this competitor, because of good-will.

The dealer in the terminal market, who seldom sees those from whom he buys and to whom he sells nevertheless feels the effect of his status in the trade, as indicated by good-will, or lack of it. Has he permanent customers, whose names figure regularly on his books? If so, then there is evidence that he has established a tie that binds, by means of satisfactory and high-grade transactions. That is all that good-will amounts to—the disposition to do business with the concern to which it applies.

When the dealer puts his name on the sacks in which his grain or feed is shipped, he is striving to acquire good-will. Of course, there are dealers who, arguing along the line suggested by the member of the trade quoted at the beginning of this article, become peevish when the subject of brands is mentioned, and refer to their use as childish.

One grain man even asserted that before he would indulge in the nursery game of calling his grain by high-sounding and meaningless terms, he would quit the business. Yet he is one of the ablest men in the trade. He simply doesn't realize that creating a trade name, advertising it, and backing it up in every possible way, is one method of developing good-will, for good-will, as attached to a trade name, is just as valuable as when it applies to the house which controls the name.

Many grain concerns have found it desirable to get into the business of marketing by-products, such as chicken feed, and in studying the merchandizing questions involved here, they have quickly come to the conclusion that good-will is an immensely powerful factor. Poultry owners must be reached, and a favorable impression created in behalf of the special article which the grain concern is manufacturing. The dealers who are to stock it must be convinced that it is meritorious, and that the house will back it up properly. All along the line, it is found, good-will plays a part, and sentimental considerations based upon it have much to do in determining the success or failure of the proposition.

The grain dealer who sells only in carlots, and

"It is a regrettable proposition that this is so—but it is the case. The newcomer, practically speaking, is on even terms with the concern which has been in the business for years, and if, for any reason, it is able to make a better price, it gets the business."

Now, as a matter of fact, it would be a big handicap to the grain business if good-will were not a factor; but, whether members of the trade realize it or not, it exerts a powerful influence in shaping the trend of business, and the dealer who imagines that price is everything, and that he may therefore pay little or no attention to those niceties of business which in other lines are emphasized for the purpose of creating prestige and good-will, is likely to wake up some fine morning to realize that as a factor in the trade he has reached the absolute zero.

It is true that price plays a large part in the grain business, but it is so in every business. Naturally, since the quotations which are used as a basis for figuring values at different points are published generally, the element of price cuts a larger figure than in some other lines, and closer figuring must of necessity result. But this very fact is sufficient to show the value, even the necessity, of good-will.

There will always be a variation in quotations, of course, but the range is so narrow that many times the customer has his choice as to where he will place his business. In other words, everything is even between the houses soliciting the trade. Where will the order go?

Looking Ahead with the Department of Agriculture

Ambitious Program Planned for 1916—Work Practically Laid Out to Limit of Appropriation—What the Different Offices of the Department Expect to Accomplish—Some Investigations of Vital Interest to the Grain Trade

By WALDON FAWCETT

MOST of the interests in the elevator field and in the grain trade will probably receive with mingled feelings of satisfaction and regret the announcement of the U. S. Department of Agriculture of its plans for the ensuing year. Grain men have become so accustomed to have each successive year usher in new activities on the part of the Government in behalf of their interests that it may come as an unpleasant surprise that this

Organization, as now constituted, entering upon a brand new work of vital importance to the grain trade, namely, grain, seeds and hay marketing investigations. The objects of this fresh activity are to investigate the primary marketing of spring and winter wheat, including especially the uses and abuses of dockage in the first sale, and the comparison of results in the case of grain passing from the farmer to the line, independent, or farmers' mutual elevator; the various methods of marketing corn and other grains and seeds both for domestic and export trade; future grain transactions and exchange practices; the "spread" in the marketing of various grains; grain storage, scalping, mixing and warehousing practices, track selling, and other subjects, in order to suggest possible improvements and economies in marketing the grain crop. Messrs. Charles J. Brand, George Livingston and Karl B. Seeds are the Department experts who have been assigned to this new project. Their plans for the work are as yet far from complete inasmuch as the undertaking has but just been launched.

During the coming twelve months there will be carried out by the Department of Agriculture various investigations in farm management and farm practice that may benefit grain trade interests indirectly if not directly. Crop economies comprise one of the objects sought and among the crops already under investigation are hay, corn, etc. Another field for research is that of farm equipment, the aim being to determine the adequacy of equipment in machinery, implements, etc., on farms of various classes. Special attention is being given to the use of tractors on the farms, especially on the great grain-producing farms. Studies of farm organization also come in this branch of Departmental work and a hint of the policy of the Government in this line of effort may be had from the recent outline of a labor-saving type of farming adapted to the corn-belt states.

For the Grain Standardization Investigations under the auspices of the Department which are of such significance to grain trade interests in general some increased appropriations have been secured for the fiscal year 1916. It must be admitted, though, that the increase in available funds is not so great as many grain trade men might wish in view of the important work waiting to be done. In the matter for instance of the establishment of definite grain grades on the basis of intrinsic value, it is announced that investigations leading to the fixing of the grades for wheat and oats are limited as to their rate of progress by the funds available. Incidentally the officials are emphasizing the fact

who never expects to manufacture anything, may insist that a retail trade in chicken feed and a wholesale business in straight grades of grain are two entirely different propositions; but while they differ in many respects, they are similar in that people must be successfully dealt with. Salesmanship concerns itself not so much with materials as with human beings; and while the grain man of the type referred to may believe that salesmanship has no place in his business, the results which are being obtained in his office will show whether or not it is being applied.

It is natural for people in doing business with others to follow the line of least resistance. That means doing business where the friction generated is least in evidence. The house which studies friction-reducing methods, and which seeks to make the line of least resistance lead straight from its customers to its own doors, may not call its work by that name, but it is undoubtedly creating good-will.

It may flatter itself that the reason why the Jones-Smith company regularly trades with it is because its prices are always a shade better; but the Jones-Smith Company knows differently. If that concern were asked to give the reason why, it would say that its transactions had always been pleasant, the grades always right, and complaints few and far between. It is easiest, in other words, to get along with that house, and the Jones-Smith outfit, realizing this, makes a point of sending its orders there, whenever it has half a chance.

Those who believe that there is no sentiment in business miss the point. Business is not to be secured through sentiment alone, but it plays a part that is seldom overestimated. Sentiment is merely "feeling"; and if your customers "feel" that you are a good concern to do business with, you are going to get what the ball players call "the breaks." You will be given the benefit of the doubt, and when there is any opportunity to play favorites, you will profit thereby.

Be as arbitrary as you may in believing that good-will has nothing to do with the grain business, and that the only way to get along is to pay the highest price for stuff, and sell it the lowest; but, if you expect to stay in the business permanently, don't overlook any opportunity to make friends. And business friendship is nothing more nor less than—good-will.

GERMAN NEW CROP PRICES

German authorities have again fixed maximum prices for all cereals. The prices are about the same as those fixed last year, but the manner of distribution is simplified. Last year there was a certain price for Berlin and the rest of the country was divided into 32 districts with prices varying as the distance from the capital. This year four primary districts are established and the prices vary with their proximity to growing district.

For the 1915 harvest the Berlin prices for rye will be £11 per ton or about \$1.46 per bushel. Wheat will be about 26 cents per bushel higher; oats will be \$1.027 per bushel; and barley \$1.46.



GOVERNMENT EXPERT TAKING READING OF ELECTRIC THERMOMETERS IN WHEAT

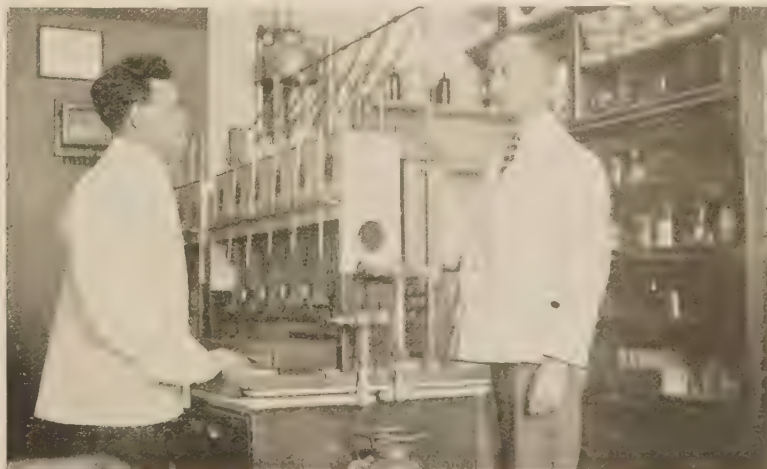
year is to be in a sense an exception to the rule in that along with new undertakings and prospective extensions in some directions will come a curtailment in others. Congress, clamoring for economy, cut most of the agricultural appropriations to the quick and in consequence certain lines of investigation and experiment affecting the grain trade must be suspended at least temporarily. As solace for such loss, however, there is promise of several new enterprises of importance to buyers and sellers of grain.

Perhaps the most noteworthy feature of the Agricultural Department's program for the fiscal year 1916 as it influences the grain trade is to be found in the new plans which are forthcoming as a result of a recent reorganization of the Department. For instance, the newly-created Office of Rural Engineering will, from the first go-off, push field investigations in the Northwest wheat belt to discover the cause of dust explosions in threshing machines and to devise preventive measures.

Again, we find the Office of Markets and Rural



THE NEW GOVERNMENT LABORATORY AT PORTLAND, ORE.



READING THE RESULTS OF MOISTURE TEST

that they are studying the conditions that exist in the grain trade so that grades may be established on a basis that will not seriously interfere with legitimate commercial practices.

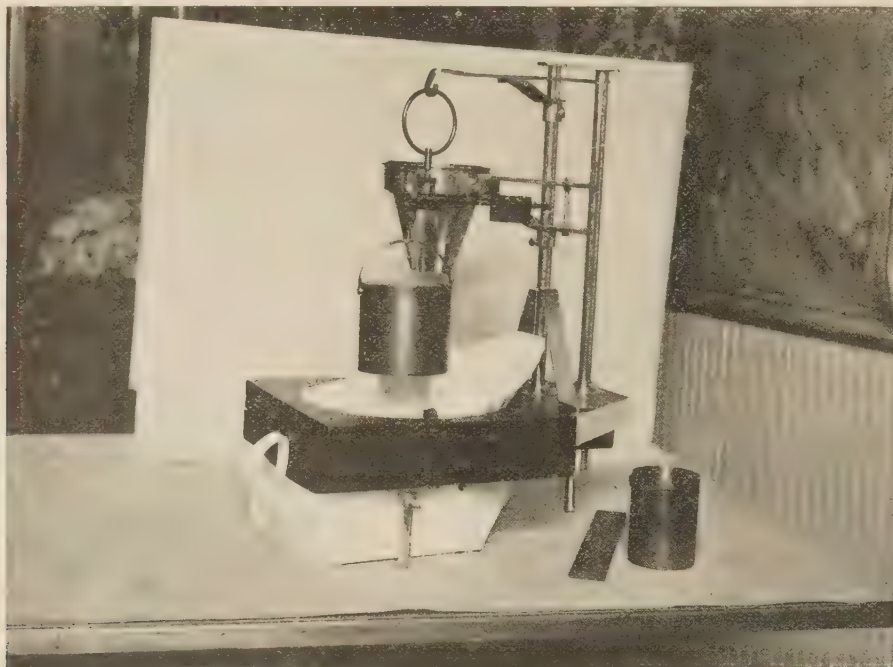
In the effort to show the effect on grade and commercial value of farm methods of harvesting and handling grains the Department has broadened the scope of its work in collecting samples of grain as

export trade in grain and to re-establish the confidence of the European buyer in American grain certificates. To bring this about cargoes are sampled at the time of shipment in order to determine the quality and condition of the grain as loaded and are resampled at the time of discharge in Europe. The officials have been forced to conclude that many of the complaints from European buyers

this work so far as it has progressed have been of no little significance to grain trade interests inasmuch as it has been shown that the loading of grain in holds adjacent to boiler and engine rooms without full protection from artificial heat is a practice detrimental to the grain interests of the United States and should be prohibited. In short, location of grain in the ship has been shown to be largely responsible for the marked changes that have taken place during transit.

Next year will see a continuation of the efforts of the past season on the part of the Government to determine the degree of deterioration of grain in storage and during transit in cars. The procedure is to take samples at time of loading and discharging and in some instances special shipments have been equipped with apparatus for ascertaining the temperature and a representative of the Department accompanies the shipment to make observations in transit. Lack of funds will necessitate calling a halt for the time being on the work to determine the amount of shrinkage in storage or transit. The same unfortunate fate is to befall the investigation into the keeping qualities of grain as influenced by various kinds of storage bins and the probe of the artificial drying of grain, to say nothing of the effort to determine the influence of bleaching on the value of low-grade grain.

The interruption to certain branches of this work is to say the least unfortunate because more or less gratifying results had been attained during the year 1915 or were in sight. An investigation that will go on without interruption is that which seeks to ascertain the extent to which mixing is done in large markets and at country elevators, either intentionally or through carelessness in handling and to determine the extra profits resulting from such mixing. Such mixtures as are found on the market are blamed for the most part on elevator operators although it is admitted that different classes and varieties of grain are sometimes grown together on the farm in the hope of securing larger yields. For instance, it has been found that barley is quite frequently sown with oats on many farms.



APPARATUS FOR DETERMINING THE WEIGHT PER BUSHEL OF GRAIN

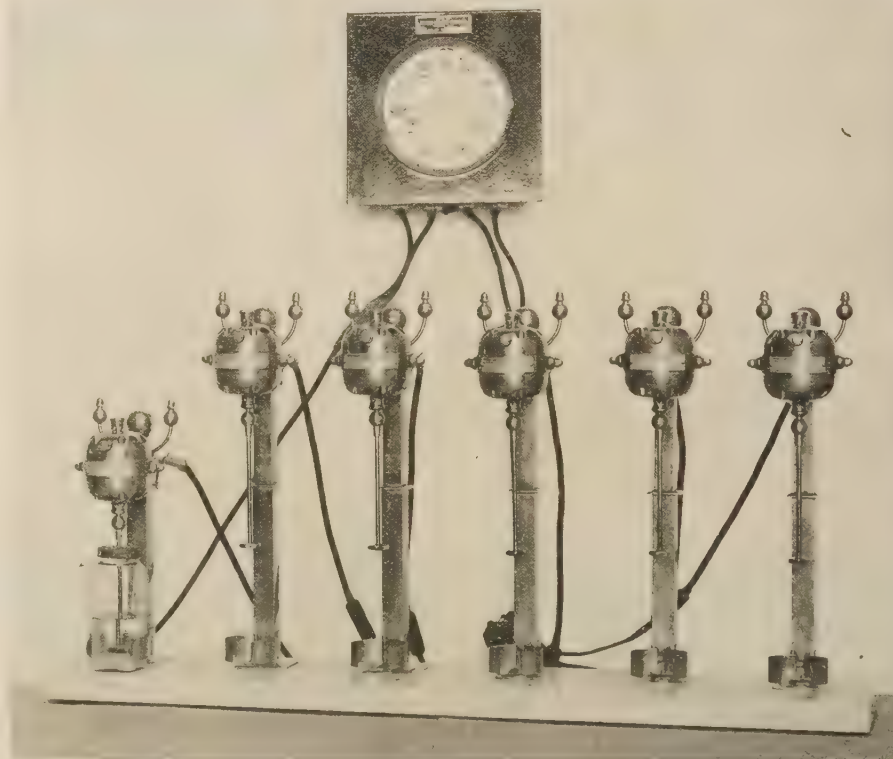
harvested under different conditions and at different stages of maturity and when stored in different types of granaries and cribs. Such samples are graded by expert graders and the values ascertained through dealers or manufacturers making a specialty of the kind of grain under consideration. It is as a result of such practical investigations that the Department is endeavoring to impress upon farmers that grain when properly stacked yields a higher quality than when threshed from the shocks and that corn to show the best quality when shelled in the summer should be stored in cribs built north and south.

As a factor in behalf of better handling and grading of grain at country elevators the Grain Standardization Office is going to undertake to demonstrate to the managers of these elevators the importance of buying grain on the basis of grade, in order to encourage better farm methods and practices. To obtain data for its object lessons on this score the Department is analyzing samples secured from farmers' wagons as delivered at country elevators and from cars representing shipments of grain from country elevators. Not only has the bulk of the grain and especially corn been shown to have an excessive moisture content but in the case of small grains there is an excessive quantity of dirt. It has been found that in many sections the same price is being paid for grain varying widely in quality and value, thus, in effect, putting a premium on poor farming.

Uncle Sam will spend more than \$15,000 this next year in investigating the handling and grading of grain in terminal markets. The object is to bring about a condition whereby the shipper will have his grain graded under the same rules regardless of the market in which it is sold. The officials have evolved a working plan embodying the sampling of grain representing receipts and shipments in the various markets and the analysis of such samples to ascertain the variation in grading. Such work as has been done in this field during the past year demonstrates that there continues to be a wide variation in the quality of the grain covered by the same commercial grade in different markets and in the same market at different seasons of the year.

Not only will there be no interruption, because of the war, but on the contrary renewed effort will be made during 1916 to build up a more satisfactory

as to the quality and condition of American grain have, in the main, been justified, because it has been found that much of the grain is loaded in bad condition, being damp, dirty, damaged and frequently mixed with other grains. Late disclosures are to the effect that corn is frequently exported



MIXING MACHINE FOR ACIDITY DETERMINATIONS IN U. S. DEPT. OF AGRICULTURE GRAIN TESTING LABORATORIES

under the grade of No. 2 containing 20 per cent or more of moisture whereas oats consigned as No. 2 white clipped frequently carry more than 10 per cent of barley.

A certain proportion of the grain trade interests will doubtless learn with regret that owing to lack of funds it will be necessary to temporarily suspend operations looking into the deterioration of export grain during transit in steamships. The results of

Departmental experts having proved to their own satisfaction that there is a wide variation in the quality of bread made from the same commercial grades of wheat secured in different markets and that the same class and variety of wheat grown in different sections of the country do not have the same milling and baking value, they are to proceed with the milling and baking tests that have been in progress for several years past. Similarly is

work to be pushed in an effort to improve present methods of handling and storing rice.

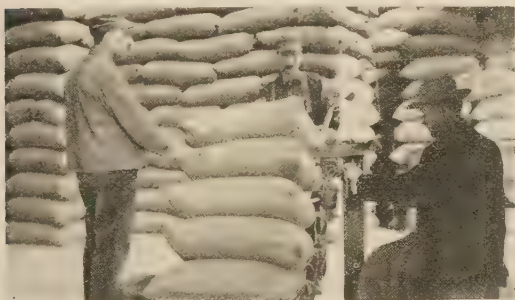
There will be a considerable increase this coming year in the amount of money which the Government will devote to the investigation of dockage as a factor in grain grading. The object is the same as of yore,—to figure out the influence upon price and market grade of the mixing of various kinds of impurities with the grain. As a means of getting at the facts the Federal sharps will examine for impurities samples of wheat and other grains as threshed; as delivered at country elevators; and as received at terminal markets in carload lots. Special tests will also be made with wheat containing definite known amounts of practically in-



PILING BAGS OF WHEAT IN WAREHOUSE AT PORTLAND, ORE.

separable impurities. Plans have been made to carry on co-operative work with mills and elevators to study the amount and character of the material removed when cleaning wheat for milling. The outcome of this research will probably be awaited with no little interest in grain trade and milling circles inasmuch as the Department has declared that the present machinery found in mills and elevators is inadequate to remove impurities and that a considerable amount of small, broken and shriveled wheat is removed in the process of preparing wheat for the rolls.

The development of special apparatus for use in grain grading will continue to receive extended attention at the hands of the officials of the Grain Standardization Office. Tests will be made with various kinds of apparatus for measuring different factors in the grading of grain such as weight per bushel, moisture content, etc. Recent achievements



SAMPLING AND WEIGHING THE SACKED GRAIN IN PORTLAND WAREHOUSE

in this field include the invention of the grain sampler or blender already described and illustrated in the "American Grain Trade" and a modification of tester to determine weight per bushel of grain so as to give more reliable results. There has also been developed a special balance for rapidly weighing various determinations, not to mention the apparatus for determining moisture content in grain.

An ambitious program of work has been planned for 1916 at all of the seven laboratories of the Grain Standardization service, located at grain centers throughout the country including the laboratory at Portland, Oregon,—the newest of the chain—where there has been undertaken for the first time investigations of the handling, storing and shipping of sacked grain. A better market for unsound grain may be opened as a result of a Departmental investigation which will be continued this next year with the object of securing information on which to base values of the different kinds of damaged grain for the purpose of grading. Tests will be

conducted to ascertain the quality of grain that can be used for various kinds of manufacturing purposes with reference to yield and quality.

It is known that grain after harvesting goes through a sweating process and the impression is that under proper conditions this process results in an improvement of the grain. The Agricultural Department will this coming year conduct an investigation to ascertain to what extent this is so. Incidentally the experts will delve into the whole subject of what biochemical changes take place in grain during storage. Linked with this special study will be one to discover just what changes take place in the chemical composition of grain during deterioration. Samples of grain will be secured from special experimental lots representing different stages and degrees of deterioration such as take place in grain during storage in elevators and in transit in cars and steamships.

SUFFICIENCY OF CONTRACT FOR CORN

BY J. L. ROSENBERGER.

A man named Knapp, in August, 1909, signed a writing stated: "In consideration of the sum of ——— dollars, to me in hand paid, the receipt whereof is hereby acknowledged, I hereby agree to sell and deliver unto J. R. Beach at his elevator, Cambria, Ind., 1,200 bushels of 72 pounds No. 3 yellow corn. Said grain to be delivered by me in November, 1909, and to be in sound and merchantable condition, for which I am to receive payment at the rate of 40 cents per bushel after deducting all indebtedness, which may be due and owing by me to said J. R. Beach, that said grain is now on the land of W. M. Knapp in Clinton County, Ind., that the same is mine and is unincumbered by any mortgage or lien, and I hereby make this statement in order to procure the above named sum, and that I received a copy of this agreement."

In an action brought by Mr. Beach to recover damages for breach of the contract, the defendant (Knapp) contended that the above-written instrument was not on its face a complete and enforceable contract, because there was a lack of consideration, and because it was unilateral, or one-sided. Put, in affirming, on the appeal of *Knapp vs. Beach*, [101 Northeastern Reporter, 37] a judgment in favor of plaintiff Beach, the Appellate Court of Indiana, Division No. 2, says that the above memorandum appeared to have been written upon a blank form providing for the advancement of a money loan upon an agreement for the sale of grain. No money loan was made in this case, and the court will disregard the part of the memorandum referring to such loan as mere surplusage. Disregarding the surplusage, there appeared an agreement by the defendant to sell and deliver to the plaintiff at his elevator in Cambria, Ind., 1,200 bushels of 72 pounds of No. 3 yellow corn, to be delivered in November, 1909, in sound and merchantable condition, for which he was to receive 40 cents a bushel after deducting any indebtedness owing by him to the plaintiff.

The only point of importance presented by the appeal was as to the mutuality of the contract. This was a contract for the sale of goods worth more than \$50, and as there was no part payment, nor partial delivery, the contract, under the statute of frauds of Indiana, must be in writing and signed by the party to be charged, or his authorized agent, before it could be enforced. The general rule is that the statute is satisfied and the plaintiff may enforce the contract, if the writing is signed alone by the party sued, the defendant in the action, and is not signed by the plaintiff. Especially is it true that a contract signed by one party only may become mutual and binding upon both, if the contract is accepted and acted upon by the party not signing. The complaint averred that the plaintiff contracted to sell the corn to his customers, and in consequence of the defendant's failure to deliver the corn to him, he was unable to carry out his contracts with his customers and was thereby damaged. This showed that the plaintiff accepted the contract and acted upon it.

Where a contract is executory on both sides, or

yet to be performed, consisting of promises by each party to do something, the mutual promises of the parties are a sufficient consideration, each for the other, to render either party liable for a failure to carry out his part. It is not necessary to make a written contract for the sale of goods binding for any money to pass from the purchaser to the seller until the seller has performed his part of the contract. But this contract stated what the consideration for the corn should be, namely, the price of 40 cents per bushel to be paid to the seller. Furthermore, it is not necessary under the Indiana statute of frauds that the memorandum of a contract of sale should state the consideration.

ECONOMIZING LABOR

The overhead or fixed charges against an elevator vary but slightly from year to year. The operating cost, however, differs greatly in country elevators, and the measure of a man's success in this line often depends entirely on the small econ-



C. C. BUCK'S ELEVATOR, WARE, IOWA

omies he is able to make in the routine work of the house.

C. C. Buck, of Iowa Falls, Iowa, who has elevators at Ware, Laurens, and Dana, Iowa, is a firm believer in economical operation. The elevator at Ware is shown in the illustration; the other two are exact duplicates except that the Dana house has a corn crib on one side of it instead of the oats annex. They are what is known as one-man elevators. The office is situated between the scale and dump, so that the man in the office, after recording the weight, has only 12 feet to walk to the dump from which he can run the whole operation.

The elevators are 24 by 24 feet on the ground plan, 45 feet to plate and are of cribbed construction. On both sides of the houses are annexes 24x24x24 feet. These annexes are used for oats except in the one case mentioned above, where corn is cribbed. The total capacity of each house is 40,000 bushels.

The power is derived from an 8-horsepower gasoline engine, placed in the office so as to be under the control of the manager at all times. There are automatic weighing out scales and other automatic devices which save time and permit the manager to remain in the office most of the time.

The plan of the elevator is simple and convenient. On each side of the wagon passage three bins come down to the floor. There are two bins above the passage with hopper bottoms. The grain can be directed to or taken from any of the bins.

Mr. Buck has his office at Iowa Falls and keeps in close touch with each house. He takes full charge of the selling end and has general oversight of the other departments.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, OCTOBER 15, 1915.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF AUGUST 24, 1912.

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Business Manager.

Sworn to and subscribed before me this 20th day of September, 1915.

MICHAEL J. O'MALLEY,

(Seal.) Notary Public.
(My commission expires March 8, 1916.)

AN UNFAIR CRITICISM

GRAIN exporters are coming in for a great deal of unfriendly criticism in the country districts, incited in many cases by agitators who have an ax to grind, but in other instances voicing independent opinion based on surface indications only, because of the wide spread between the farm price and the Liverpool price of wheat. Those who have not gone into the matter closely fail to take into consideration the cost of getting grain, under war conditions, from the farm to the foreign consumer. Freight rates from the Northwest to Lake Erie ports have more than doubled since the new crop began to move. This raise is not arbitrary but is based wholly on excessive demand for vessel room, not only by grain shippers, but by ore men as well. The insurance rate on grain in ocean transport, covering war risk, is very high;

freight rates, New York to Liverpool, were quoted only last week at 18d. or 36 cents per bushel; the risk in carrying grain at a time of such uncertain values is great and must be covered by an insurance margin commensurate with the risk. All of these are necessary expenses and account for the spread. To suppose that the exporter is pocketing the difference between farm and consumers' price is as absurd as to state that a farmer's profit on his crop is the difference between the cost of his seed and the selling price of his grain.

THE NATIONAL CONVENTION

THE nineteenth annual convention of the Grain Dealers' National Association recorded the most successful year in the history of that organization. Not only was the membership increased to its largest number and the finances reported in the best condition, but the prestige of the Association was raised until it makes way for no organization in influence and power. This influence is due, not to the wealth of the Association or the volume of trade handled by its members, but rather to the reputation for fair dealing and integrity which has been established.

In point of attendance the convention was a tremendous success. Every terminal market was well represented and in addition the large delegations of country shippers present showed that the smaller grain merchants are coming to realize that their interests in national affairs are identical with those of the biggest receivers. From the standpoint of the program presented, it can safely be said that at no previous convention have so many questions of large moment been discussed by authoritative speakers. The Association as a body and Peoria as host can be equally congratulated on this meeting which will ever be remembered as one of the best in the long line of excellent assemblies that have been held by the Association.

THE WHEAT SITUATION

BANKERS in the Southwest and farmers' organizations in all parts of the country are advising farmers to hold their wheat for higher prices. Some experienced grain men, in view of the tremendous supply of wheat, generally predict that prices will rule lower. World conditions certainly support the latter view; the unprecedented harvest and marketing conditions may or may not cause bulges in the settlement months of local markets, large enough to cover the cost of holding grain on the farm. There are so many contingencies which might arise to drop the bottom out of prices that in any case every bushel of grain that is held for higher prices in country elevators should be covered by a hedge. The end of the war, the forcing of the Dardanelles, the defeat of the German Baltic fleet, would break the back of the market. If German reinforcements reach the Bosphorus, or if the Central Nations should decisively defeat the Allies on the western front, the certain prolongation of the war might rally the bulls materially. The English and French loan undoubtedly saved the wheat holders, for if foreign exchange had continued at its low rate American grain would have had but little

market abroad. The loan had far more commercial than political significance, and even German sympathizers must be fully aware of the disastrous effect it would have had on our markets if the loan had not been made. It was simply a case of help America first.

THE CONTRACT GRADE STANDARD

THE ruling of the Chicago Board of Trade directors that No. 1 velvet chaff or No. 1 Northern, with dockage, could be deliverable on September contract, relieved the temporary squeeze effected by the shortage of hard winter available for delivery, as the longs unloaded at the eleventh hour and allowed an evening up of contracts. The legality of the decision was seriously questioned by President Canby, who had the authority of Henry S. Robbins, attorney for the Board, that No. 1 Northern or velvet chaff, with dockage, was not deliverable on the ground that, "When one contracts to deliver a specific article the law requires him to do so. He cannot tender something just as good or valuable as the article called for in the contract nor something which by manipulation can be made by the buyer equal to what he has bought."

This is sound law, and while the action of the Board was in the direction of making it as easy as possible to fulfil contracts and prevent just such a squeeze as was imminent, a most desirable condition, still to threaten the integrity of contract values must be guarded against by every means, and the ruling undoubtedly menaced that integrity.

ARBITRATION DIFFICULTIES

ONE of the greatest advances in the grain trade that can be attributed directly to the Grain Dealers' National Association is the general acceptance of the principle of settlement of trade differences by arbitration. Each year the objections to the principle and refusals to abide by decisions are becoming less. At the same time the numbers of arbitration cases are increasing at such a rate that the committee work devoted to those settlements is becoming a real burden on those men who graciously accept appointments and devote so much of their time to the work. There are some committees whose members complete their whole year's work by simply signing the report drawn up by the chairman. Not so with the Arbitration Committee. Each member examines into the evidence, sometimes voluminous, presented with each case, and makes his decision of the proper settlement. This takes time, energy, and a knowledge of the trade rules and former decisions, so that few men are in a position to accept the responsibility of a committee appointment.

To relieve this situation President Metcalf in his address at Peoria suggested that some means of relieving the committee be devised. It will be remembered that in 1908 President A. E. Reynolds made a similar suggestion and advanced the idea of having a committee of seven members divided into two bodies, the chairman to designate the cases to the divisions and to act as a substitute if any of the regular members were incapacitated. This suggestion was thor-

oughly discussed but it was thought best to have a single committee to settle all cases.

At another convention the idea was brought forward of having disputants select individuals of the trade to act as arbiters. If their verdict was not satisfactory the case to go to the arbitration committee. While this plan would undoubtedly relieve the committee it was deemed too haphazard and, moreover, might eventually undermine the prestige of the regular committee. Undoubtedly the function of the Arbitration Committee is far too important to jeopardize, and yet the fact remains that the committee is overburdened. As this is, of necessity, written before the question is discussed, the solution may be found in the convention report. If it is not found disposed of there we recommend it as infertile field for discussion by the trade.

DESERT GRAIN

DR. JOHN M. COULTER, head of the department of botany at Chicago University, recently predicted that within five years wheat and corn will be produced in desert places which now only produce cactus. The spread of the dry farming area within recent years and the northerly march of corn cultivation gives promise that this prediction might well be verified. Selection of seed for special regions has been a very recent development in agricultural progress and has already attained wonderful results. But before Dr. Coulter and other experimenters give too much attention to our arid wastes, they might figure on a means of bringing under cultivation the millions of acres now untitled in our most productive sections. This unused fertile land is a matter of reproach whenever it is viewed by an economist, for upon it work could be found for every unemployed person in the country. But then, it is often easier to conquer Nature than to overcome the prejudices of man.

GOVERNMENT INSPECTION

A RECENT newspaper dispatch from Winnipeg contained the statement that Dr. J. W. T. Duvel of the United States Department of Agriculture was in that city for the purpose of investigating Canadian inspection laws, "to acquire data for use in the bill shortly to be put before Congress establishing a system of national grain inspection for the United States." Mark Twain wrote concerning the premature notice of his death, "The account is exaggerated." This account, too, is probably overstated at the present time, but it seems to us that the grain trade might just as well set its house in order for eventual Federal inspection. The Moss Bill provides for Federal license for all inspectors who certify to interstate grain, whether they be appointed by a state or by a board of trade. This is but the first step toward the ultimate goal, strictly Government inspection of all cereals whether moving in inter or intra-state commerce. The whole tendency of governments, in this country and abroad, is toward centralization. The grain trade is not only one of the greatest industries in the country so far as volume and value are concerned, but it affects intimately every person who raises grain or eats

bread. It is the most universal of trades, and it is hardly likely that itching paternalism can refrain from scratching the inspection rash.

Although the grain trade has unanimously opposed all moves in this direction, and with reason enough to be sure, still, when it is once brought about, we will doubtless make a virtue of necessity and accept the system with a good grace. We may even find in it virtues which we do not suspect. It would certainly obviate the present uncertainty in regard to sulphured oats and similar interferences by other Federal departments. We suspect that the farmer will bear the greatest burden which the system will impose, for it will eventually work back to the country stations, and the grain raiser, who in the past has been able to put across a lot of poor grain at a good price, in the future will be docked for dirt, which will put a premium on good farming methods and will raise the quality of grain all along the line, and will reduce the handling cost. But whether we have Federal inspection or not, it will be the Department of Agriculture that decides, not the grain trade.

OATS AND WATER

THE threats—or warnings—of the Bureau of Chemistry against bleached oats to which water has been added, has had a number of effects, good and bad. As a deterrent to those dishonest dealers who deliberately added water to oats for the purpose of increasing their weight and the amount to be received from their sale, the warning will have a good effect. As it relates to the seizures last spring and the uncertainties which now obtain in the trade, the effect is bad. A great deal of notoriety was given to the seizures when they occurred and before the hearing took place before the Department of Agriculture. After the first announcement, the affair had lost its news value and the uninformed public was left with the idea that the large oats shippers were guilty of fraud, when, as a matter of fact, such was not the case, as subsequently developed in the hearing. Bad, too, is the warning if it has the effect of frightening dealers into marketing stained oats as they come from the farm without going through the bleaching process. These oats are hard to sell, and are discounted heavily for their color. Sulphuring adds materially to the price to be obtained and to the actual value of the oats.

The bleaching process is not condemned, remember; it is only the watering that makes adulteration. The outer surface of the oats has to be moistened ordinarily to make the bleaching process effective. Under the routine practice this added moisture is extracted before the process is completed, indeed in about 60 per cent of cases the final moisture content is actually less than in the beginning. Much of the oats this year did not have to be artificially moistened at all. You could squeeze water out of them in the hand. These, after bleaching, would necessarily have to be dried to make them transportable. The average moisture content of the new crop was, up to August 1, 15.5 per cent, the minimum 8.9 per cent (in Texas), and the maximum 23.2 per cent (in Indiana), a condition of great danger for those handling

the crop. The natural high moisture content this year makes it improbable that there will be further seizures as additional moisture could not be added without danger, and because the Bureau would have difficulty in convincing a jury that oats, containing less moisture than the average of the crop, were adulterated. There has been no change in the attitude of the Department of Agriculture, and as the trade is now fully informed of the requirements there will be no trouble over technicalities, which were the sole basis of the early proceedings.

CONTROLLING THE PRICE OF WHEAT

UNDER the Clayton amendment of the anti-trust law farmers' organizations and labor unions were exempt from the penalties of combining to fix prices. The economic justice of these exemptions is difficult to understand; the political significance is apparent enough. But the Federal Trade Commission has put a new construction on the law. The Pacific Northwest Apple Growers' League fell under the ban of the Commission for fixing the price of apples. The New England Milk Producers' Union was indicted and forced to disband. But in spite of these recent activities the farmers of Barton and adjoining counties in Kansas recently met at Great Bend to effect an organization "to maintain wheat at a remunerative price." If the Federal Trade Commission has a sense of humor it will sit back and watch Barton County control the price of wheat. This has long been the blessed prerogative of the "grain speculators" (?). Now the farmers want a chance. Well, let them play; they will be no more and no less successful than the speculators.

The only danger in such organizations is that they spread fool notions. Grain is on a world basis. Its price is set by economic law following the exigencies of supply and demand. Outside of this law Kansas or speculators can no more effect the price than Villa can establish peace in Mexico. The organizers of this Farmers' Union declare that the price of wheat can be raised from 25 to 50 cents per bushel if—now we get to the milk in the cocoanut—five cents per bushel is spent judiciously in organization. "Judicious expenditure" is and always has been the respectable ass' skin under which hides the lion, graft.

PROVING UP ON THE THEORISTS

A N IOWA farmer, who must originally have come from Missouri, tested out the seed treatment theory on a large scale this year. He divided oats seed for 80 acres into two equal portions; one half he treated and planted on 40 acres, the other 40 was planted with untreated seed. In the first field one per cent of the oats was smutty; in the second field 25 per cent. He made from five to 10 bushels per acre by treating the seed.

All of which is preliminary to a simple query: How much would it increase your business if the yield from every acre in your territory was increased from five to 10 bushels per acre? It would seem as if the grain dealers could afford to spend more effort than they have done, in aiding the work of the Crop Improvement Committee in their neighborhoods.

EDITORIAL MENTION

The October Government crop report is a horse on Jupiter Pluvius.

Is there any volunteer wheat in your locality? Look for Hessian fly and have it destroyed now.

The only safe corn sale contract to make ahead is for "no grade," delivery "when the farmer lets go," "sweet and sound-maybe."

Saskatchewan leads in record wheat yield. A 100-acre field threshed out 5,970 bushels. Has any shipper heard of a better record than this?

Canada took first and second prize in the world's wheat sweepstakes at the International Soil Products Exposition at Denver. But Canadian wheat is selling lower than ours.

Several mills in Kansas have reported that 50 per cent of the wheat delivered to them has been unfit for milling on account of mustiness. The feed grinders will probably handle much of it.

Chief Littlefish, a full-blooded Indian of Devil's Lake, N. D., is the first man of his nation to raise and ship a car of grain to a terminal market. Wonder who was the first squaw to do it?

With a wheat crop estimated at 68,000,000 bushels and with only 10 per cent of it on the market, it looks as if the Pacific Northwest farmers were doing a little speculating on their own account.

The latest convert to the advantage of bulk vs. sack handling of grain is California. The state university has started a campaign to effect "a saving of nearly \$3,000,000 a year for California farmers."

During September 10,979,451 tons of merchandise passed through the Soo Canal. Grain, ore and coal were the leading articles listed. The year's figures will probably surpass any of the previous years.

Professor Reimer of Oregon says that 300 pounds of crude sulphur per acre will increase alfalfa yield 100 per cent. Sulphur at two cents per pound would seem to be a good investment for alfalfa growers.

An expert from Calgary, Canada, states that the wheat heads are so large and full and the grain so heavy this year as to form almost a new species. The chief characteristic of a "species" is its ability to repeat. Reserve your judgment till next year.

The nation is facing its period of greatest prosperity, according to J. J. Hill. Senator J. Ham. Lewis says that after the war we may expect one of two extremes, an influx of foreign labor or an avalanche of cheap goods. Various high protectionists predict a period of unparalleled depression. You can take your choice. One thing is sure: The man who is sawing

wood is keeping his mental balance and conserving his strength for whatever comes.

For 10 years experts in Minnesota have been working on the problem of finding of good milling wheat that is rust resistant. Durum fulfills the latter specification, but is not in favor with millers. So far the search has proved barren.

Is grain in transit assessable for taxation? Is grain, elevated in a transfer house for re-shipment, in transit? These are the unsettled questions which have kept the assessors at Sheldon, Ill., and the Cleveland Grain Company at odds for years.

The recent death of Joe Wing, of Mechanicsburg, Pa., will be written into the history of alfalfa in this country, for Mr. Wing was the pioneer lecturer on the great legume and to his efforts is attributable much of its popularity in the Middle West.

On October 8 Indiana celebrated in honor of the birthday of James Whitcomb Riley, the poet, beloved by every Indianan. C. B. Riley isn't so well known as a poet, but Jim hasn't much on Charlie in the esteem in which he is held by Hoosiers.

The railroads which have accumulated a vast amount of rolling stock on the sidings in the grain belt are now fearing material losses by the threat of grain growers to hold their wheat for better prices. The rental and interest charges may make a big hole in the tonnage profits.

A Cleveland drug clerk has a crop of sweet corn growing in absorbent cotton and tomatoes in washed lake sand, the plants having been fed entirely on chemicals. Well, that is what the farmer who uses fertilizer has been doing for many years, native soil taking the place of the cotton and sand.

A committee is working on an amendment to the Canadian Grain Act, making it obligatory on elevators to insure all grain in storage, the cost of insurance to be added to the charges. It is a pity that such a common-sense action should have to be legally regulated, but there are plenty in this country who need a similar law.

The possibility is suggested that Premier Borden of Canada may cause the wheat duty to be removed. This would automatically admit Canadian wheat into this country free. As Mr. Borden was elected on the anti-reciprocity ticket and as the European demand for Canada's grain will undoubtedly absorb the entire surplus, such a contingency as is suggested is extremely improbable.

In war times suspicion is rampant. An accident which might occur with no more than casual comment in ordinary times is seized upon as an evidence of hostile action. The destruction by fire of the elevator at Newport News and the sinking of the *Onoko* in Lake Superior are regarded by some inflammable grain men as part of a German plot to prevent American grain reaching the Allies. It is just as disloyal to this

nation to accuse part of its citizenship without evidence as it would be to be a party in the dastardly acts of which they are accused.

A law in California forbids the passage on state highways of vehicles having flanges of more than 1/2 inch above the tire. This prevents the operation of all standard threshing machines on the public roads and, as a consequence, some farmers have stacks of grain with little prospect of having them separated.

A series of debates have been held in the Northwest, the main issue being the greater advantage to the farmers of a co-operative elevator at St. Paul or a co-operative membership in the Minneapolis Chamber of Commerce. The advocates of each claim that the farmers would save 20 cents a bushel on their wheat. How would you like to be the manager on a 20-cent saving guarantee?

The Minneapolis regional reserve bank has explained its refusal to discount Northwestern grain receipts satisfactorily and now the region is quiet again. The order from the reserve board defined grain commodity paper as "warehouse terminal receipts." This was construed as meaning only terminal receipts whereas it was meant to apply generally. Another instance of the danger of loose nomenclature.

A clerk in a railroad office in Chicago was making out a "refusal" notice on a claim for shortage. The manager happened to pass his desk and asked whose claim it was. "Mr. Blank," answered the clerk. "Tear up that refusal and give Blank anything he wants. He is one of the biggest corn shippers in the state." Think of the aggregate volume that would be represented and the influence it would have if every shipper filed every claim through the Claim Bureau of his state association.

Many farmers and country shippers will shake their heads in disbelief over the October crop report; but the fact remains that new records are set in seven of the staple crops of the country, including wheat, oats, barley, rice, and hay. The recent heavy frosts in the corn belt occurred after the report was issued so that the corn estimate will have to be discounted. The losses in winter wheat, hay and oats are also high on account of the wet weather, but in spite of these setbacks the farmers and grain dealers look forward to a record year.

Grain records have all gone by the board this year. The country began it by raising its largest crop. Elevator "S" at Superior, Wis., set a record for unloading cars by handling 423 cars in 13 1/2 hours, an average of 30.2 cars an hour for 14 hours. The *W. Grant Morden* carried a cargo of 453,000 bushels of wheat from the head of the lakes to Buffalo, and the new Girard Point Elevator loaded 250,000 bushels of wheat into the *Pengreep* in 13 hours, besides filling 5,050 sacks for trimming the vessel. We will not mention the Kansas corn that grew so high that it short circuited the telephone wires of the vicinity. And can you beat the record of a car of 2,310 bushels and 40 pounds which recently came to the Chicago market?

Grain Dealers' National Convention

ON the official badge of the nineteenth annual convention of the Grain Dealers' National Association at Peoria, Ill., October 11-13, Peoria was represented in red as the heart of Illinois. The color of that heart was truly indicative of the warmth and sincerity with which Peoria greeted its visitors, and the glowing hospitality which was exhibited throughout the convention.

Never before has such a gathering of grain men assembled. It was a severe strain on the accommodations of the city, but they were equal to the strain, and nothing but praise was heard for the courtesy and attention showered upon the delegates.

Peoria may well be proud of its accomplishment; the Association of its exhibition of loyalty and interest; and the grain trade of the country of the wonderful progress it has made, as reported in these official proceedings.

All records for attendance and enthusiasm were broken. The total registration showed 934 members, nearly 200 more than were present at Kansas City last year. So full of interest was the program for each session that the capacity of the hall was strained to take care of all who wished to participate.

The Opening Session

The convention was called to order by President Lee G. Metcalf at 10:00 o'clock a. m.

The President: The convention will please be in order. I will ask you to reverently stand while Rev. Arthur W. Little invokes the Divine blessing upon this convention.

THE INVOCATION

Rev. Little: Oh, God, Creator and Preserver and Bountiful Benefactor of all mankind, Who art infinite and eternal and unchangeable in Thy being and wisdom and power, in Thy justice and goodness and truth, we are creatures of a day, and we are asking a blessing at Thy fatherly hand, and are rejoicing that Thou art more ready to give than we are to ask or to think. Thou art the God of the bountiful harvest. Thou openest Thine hand and satisfiest the desire of every living creature. Thou sendest the rain and the snow and the sunshine upon the earth, and makest it to bring forth the bud to fruition, that it may give seed to the sower and bread to the hungry. We ask Thy blessing on this great National Grain Association in this convention assembled, on their homes, on their business, on their deliberations and councils and on their plans as they meet together in convention here. Wilt Thou give them foresight and great intelligence and zeal, and wilt Thou give them true wisdom and true success. Bless the country of which they are a part, every section of it, that there may be peace and unity, strength and right doing, and fill us with the spirit of Jesus Christ; Amen.

The President: You have no doubt been under the influence of the welcome that has permeated around you since you came to Peoria. We would be welcome if there hadn't been a word said; the atmosphere is surcharged with the elements of welcome. Mr. P. B. Miles will extend to you a welcome on behalf of the Board of Trade of the City of Peoria, and remember that the word "Miles" rhymes with "Smiles." Mr. Miles will now tell you how glad the Board of Trade of Peoria is to see you. (Applause.)

WELCOME FROM BOARD OF TRADE

Mr. Miles spoke as follows:

I thought that was a very nice tribute to the members of the National Grain Association that I saw in one of our papers about a week ago. It said that up at the City Hall they were polishing and repolishing, decorating and redecorating the keys of the city for the Mayor to present to the members of this Association. The Mayor is here today for that purpose, and I am

sure, as he always has, that he will give you a cordial and hearty welcome to the city of Peoria. He cannot, however, give you a more hearty welcome than I am charged with, when I welcome you on behalf of the president and members of the Peoria Board of Trade. We welcome you in the hope that your meeting will be most helpful and pleasant.

While I am not personally acquainted with as many of the members of your Association as I ought to be, but being a member of a firm which has done business with many of your members on all the boards of trade in this country and with so many of the country grain dealers, and knowing by reputation your high standing and your ability in the grain business, and your integrity and your honesty, it is an added and particularly keen pleasure to welcome you here on this occasion. I know that I am welcoming as high a class of business men as any organization in this country. It is particularly pleasing, too, to some of the older members of our Board to see the great advance that has been made in

the Agricultural Department, we have this year in wheat, corn and oats 5,500,000,000 bushels of grain, so you see, gentlemen, you have something to handle during this coming year.

Large Increase in Crops Predicted.

I want to make a prediction, that while these states I mentioned were furnishing the surplus for the world, the great empire in the Northwest was considered a joke, and no one would advise anybody to go into that barren and unfruitful country. Likewise, the great Southwest, that empire that on the early maps west of the Missouri River was nothing more or less than a desert, famed for its great herds of buffalo, buffalo grass and sunflowers. Now this is the prediction I am going to make, that with improved cultivation and fertilization, the states of North Dakota and Kansas will be able, in some future year, to raise 200,000,000 bushels of wheat each in a normal year with normal weather. You may think that a little too strong, but the future will bear me out. And the states of Iowa and

Illinois, with steadily added and improved cultivation and fertilization, will raise, instead of 350,000,000 bushels of corn per annum in a normal crop season with normal weather, will produce 700,000,000 bushels in each state; so you see there is something to be done in the future. And I will make a prediction for the South, south of the Ohio River, that now produces 12,000,000 to 15,000,000 bales of cotton, in the future, with the same improved cultivation and fertilization, will double it and treble it and possibly quadruple it. So we have a great business ahead of us.

A Recognition of Mutual Interests.

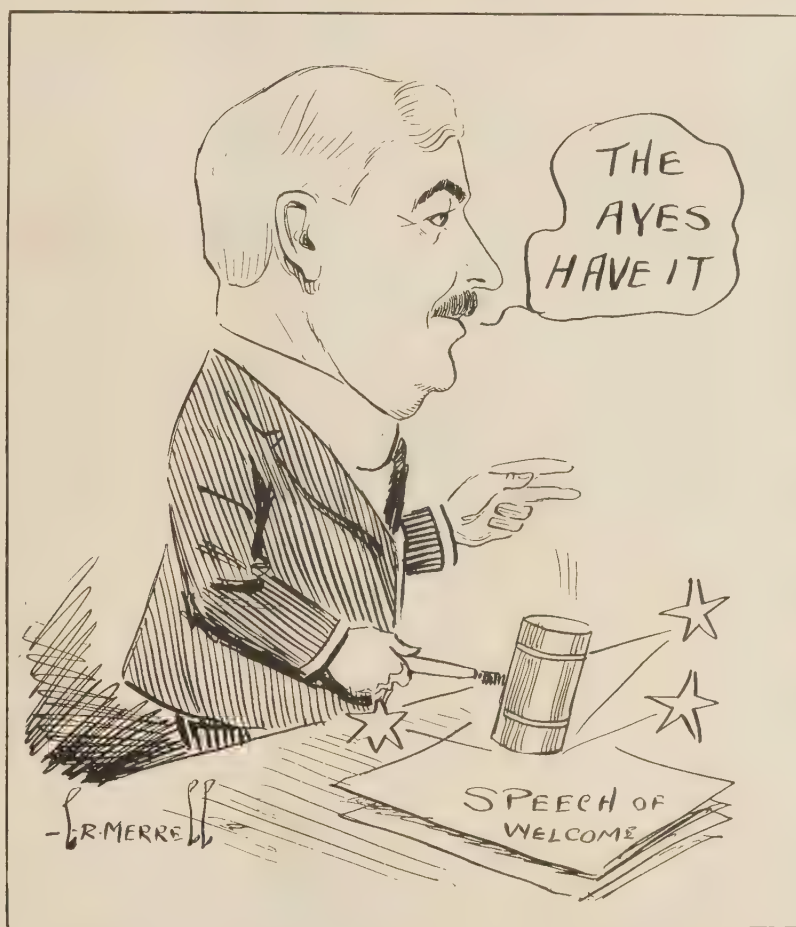
This Association was organized with the object of the advancement and protection of the common interest of those regularly engaged in the grain business, and so I welcome you to this city in the heart of Illinois, in the heart of the great grain producing interests of the country; I welcome you to a city that has had a fight on its hands year in and year out for 25 years. You would think that strange in a city located as this is, a natural market, with large industries, with 12 great railroads, yet the members of the Peoria Board of Trade have had to fight for their existence year in and year out for 25 years, and we are still at it and propose to keep it up. (Applause.) I want to emphasize our welcome, and I hope when you finish your deliberations that you may all return safely to your homes and to your families and to your business. (Applause.)

The President: A further welcome will be extended to us by the Mayor of the city of Peoria, a gentleman well known to the grain trade of Illinois, a gentleman whom the grain trade of Illinois admire. He has always joined hands with us in our state meetings here, and has always given to us that welcome that made us feel at home, and it is a pleasure and an honor that I have in introducing to you this morning Mayor E. N. Woodruff of the city of Peoria. (Applause.)

THE MAYOR'S WELCOME

Mayor Woodruff addressed the convention as follows: I believe you will appreciate that Mr. Miles left nothing wanting in the matter of a welcome to you to the city of Peoria. I do not know what I can add. I do not think I shall attempt to prove you are welcome, because your president, Mr. Metcalf, representing you, has already admitted that you are welcome. I do not know but that we might say to you, as a conceit to ourselves, that we want to compliment you on your great taste in having selected this as your meeting place. (Laughter.) We are indeed glad you have come here.

I know little or nothing about the grain business in a general sense, except that I know there is represented by this organization the most stupendous bit of business that the United States or the world knows of. There are some things I feel you, as an organization, are entitled to, though I do not know that you care for my compliments. You are in the hurly-burly of business, you are men accustomed to taking what comes and returning, if necessary, blow for blow. You are men in a competitive way who have demonstrated that you are able to take care of yourselves, and you do not require complimentary remarks from me. But



PRESIDENT METCALF MADE A RECORD AS PRESIDING OFFICER

this Association, especially in the past few years.

We recall very well about the time the organization was started, largely—I do not know that I should say largely, but prominently—by the grain dealers of Illinois, 19 years ago, and we have seen this organization grow from a weak puny organization to one of the strongest commercial organizations in the country. We remember that your first president was Mr. E. S. Greenleaf of Jacksonville, and at that first meeting held in Des Moines there were something over 100 present. Now we are expecting 1,200, and with the direct and affiliated membership, you have a membership of over three thousand.

The Basis of Prosperity.

Of course we all know that the basis of all our prosperity is in the products of the soil. I can remember very well, and it isn't so many years ago, when Ohio, Indiana, Illinois, Iowa and Missouri furnished the surplus products for the entire country and for export. Since then the grain business and the products of the soil have increased wonderfully, possibly not as fast as our great cities and our railroads and manufacturing establishments, but a great increase after all. I notice that week before last, in the primary markets of the West, the receipts of wheat, corn and oats were 32,500,000 bushels, all handled without a ripple, notwithstanding the fact that there was no demand for it, according to our English friends and some of their representatives in this country. (Laughter.) According to

I do feel, as a business man, engaged in a common cause, that in our day and particularly at this time when it seems that the public mind is so disturbed on all questions that this is a day of investigation; everybody and every thing is being investigated; legislation insinuates itself into the affairs of business, and very often to the retarding and retrogression of it.

The Prime Motive of the Association.

I feel that this organization and the promptings of it are not the selfish desire of men to exploit others. The existence of this organization is the prompting of men, first of all I think, socially, to get together, and, next, by the dissemination of experience, to allow the other to know what has been the cost to the one, and beyond that is the desire to be able to do business and to have as little legislation as will give men who are to my mind an energizing portion of their communities, an opportunity to work out some of the problems themselves.

The Need for Co-operation.

No man will deny that when men combine for the exploitation of others, when by reason of the accumulation and combination of great capital, the prices of food products are increased and held for some day when they may be unloaded onto some one, and the exploitation of people takes place during that time, it is improper. Yet, with all the legislation enacted, it apparently has been left to the wisdom, decency and honesty of the men who form this organization, in their boards of trades, to lay down rules that practically prohibit, when legislation was not able to do it. You have in a way become public servants in doing this, and you have done this by reason of organization.

Combining to Produce Economy.

You are here to do what you may for your own interests, but, incidentally, for the economy of things, and all the proceedings that go towards legislation, towards the reduction of freight rates, towards the reduction even of telephone rates, towards the making of time, which is a saving of money, all those have worked in the economy of things, and finally go to the man who is the real purchaser. You are not a combination of men intending to exploit people, but you are indeed doing that which we are glad to say to ourselves we are all endeavoring to do, and that is to bring to people the greatest economy that we know how, and we do it by combination.

Praise for Peoria Grain Men.

Mr. Miles said something concerning some of the grain men here. I think it has been my pleasure to know every man who has been engaged locally in the grain business for many years, and I want to say to you, as a compliment to the men who are the heads of the grain businesses here, that they are a part of the energizing, progressive element, that has done much for the city of Peoria. There is no public enterprise undertaken but that the committees have gone to the Board of Trade, and it is there they usually get their inspiration and their financial and moral support; and those men who belong to this organization, representing the city of Peoria, are certainly entitled to their meed of praise for what they have done in the advancement and progress of this city.

Organization in Other Lines.

As a business man, I am glad to see organizations of business men. I belong to an organization of business men; I have been sentenced for life in a line of business that somehow or other seems to be generally accepted as somewhat of a public utility. I hope you won't hold it against me if I tell you the line of business I am in is the ice business. (Laughter.) We have said, we people in the ice business, that we are a philanthropy, and if you leave it to us, we will prove it; we will admit it at any rate. (Laughter.) Before organization we certainly, many of us, did have a hard time of it, and the organization has done much, and it has not been toward the advancement of prices, it has not been with the intention of laying down the most approved rules for the exploitation of the people of our localities, but it has been done in the interest of the reduction of cost, in the interest of better service, and has been a great help, not only to the dealers, but to the people whom we serve.

Business Prosperity the Real Factor.

All matters, it strikes me, after all, governmentally, have had their basis on business prosperity, and any scheme of government that takes into account that the brains and the energy, if given opportunity, will settle and solve the great questions that concern the people, is a proper one. I believe, fundamentally, the propositions of prosperity, advancement, contentment have their basis governmentally on business and the energy put into it by the business man.

I am glad to say to you that you are welcome here, as individuals and collectively as an organization. I know you all will be benefited by this meeting. We take it as a compliment and you do us an honor to come here, and we are glad you came. If there is anything within the power of the City Hall that will conduce to your comfort or convenience while here, you have only to command us. I thank you. (Applause.)

The President: It is a pleasure for me to introduce the next speaker, who I am sure is fully capable of responding to the splendid addresses of welcome. I now have the pleasure of introducing to you Mr. D. F. Plazzek, president of the Kansas City Board of Trade, Kansas City, Mo., who will on behalf of the Grain

Dealers' National Association respond to these addresses of welcome. (Applause.)

RESPONSE TO ADDRESSES OF WELCOME

Mr. Plazzek spoke as follows:

In behalf of President Metcalf, the delegates, and members of this, the 19th annual convention of the Grain Dealers' National Association, it is my pleasant duty to express to the grain dealers of Peoria and those who have so graciously welcomed us, our profound gratitude and appreciation of your cordial reception in this your historic city of Peoria, whose very name is synonymous with hospitality.

When our well meaning, but in this instance misguided, Secretary Quinn, notified me that I had been



A. G. TYNG PROVES A ROYAL HOST

selected for the honor of responding to the addresses of welcome, I modestly declined, inspired by an intimate knowledge of my lamentable shortcomings as a speaker. I know my limitations and am certain you will shortly agree with me that I should get the decision over Charley's judgment. I have never reached the I-want-to-come-back stage which is the acute period of "hasbeenitis." When one has shuffled along in life until gray hairs, baldness, and a species of wickedness which is purely mental, are struggling for possession of his head, I maintain it is much too late then to acquire the gentle art of speaking, so I'll plead guilty



CHAS. ENGLAND WAS CONVINCING

for Charles that he made a mistake wherefore you poor unprotected delegates and members must suffer. I draw my solace and satisfaction from the fact that being in the grain business it is by no means a novel experience for you to get what you don't want and want what you don't get.

Scope Unlimited With Proper Co-operation.

The Grain Dealers' National Association has been and is evolving order out of chaos and has already performed an incalculable service to the grain trade. Widespread as has been its advantages, the field has scarcely been scratched and if every one of our members did his whole duty to our association the scope of its beneficence could be increased 50 per cent over night. You can perform no greater service to your competitor and grain dealer friend than to induce him to come with us and partake of its benefits. The one

feature of arbitration alone is worth many times its cost. The old fashioned grain dealer who doesn't believe in arbitration is fast taking his place with the extinct dodo and great auk.

Not long ago my firm had occasion to propose arbitration to a concern in central Kansas, which firm by the way is not a member of the Grain Dealers' National Association. Let me quote his reply:

"There is a probability that we can settle this matter between ourselves if you believe in the spirit between you and God and me. The spirit of God deals wholly with rightfulness and therefore the spirit of God tells us do not have an arbiter other than his spirit in this case with you." Never was Holy Writ distorted to more unholy ends. That a much higher order of honor prevails in the grain trade today is largely attributable to our organization and to the indefatigable efforts of Secretary Quinn. It devolves upon us and it is our bounden duty to inculcate these higher principles, which can best be done by widening the scope of our Association.

Change in Sentiment Brings Higher Principles.

Illustrating the marked change in sentiment which has taken place with reference to hedging operations, I want to recount an occurrence of the other day. A gentleman came into my office bearing a card upon which was inscribed: "K. B. Seeds, Asst. in Grain Marketing, Office of Markets and Rural Organization, U. S. Dept. of Agriculture, Washington, D. C." He explained that he had but recently completed an exhaustive investigation of the situation in the districts producing sorghums and allied grain and was much impressed with the necessity for the establishment of a future market in these commodities, that the producers and handlers might avail themselves of its advantages for hedging. I could not repress the observation that the millennium must have indeed arrived, that we had long regarded the Government as unalterably opposed to the whole system of future trading. He replied that the expensive lesson to the cotton grower of last year, entailing as it did a loss of \$230,000,000 to the producers, as a sole result of the closing of the cotton exchanges, had not been lost on them. I am pleased to say that we have practically perfected arrangements for the establishment of such a market and that we expect to have it in active operation within the next few days.

In conclusion I want to say the warmth of your welcome finds a hearty response in our appreciation and I am assured I voice the grateful sentiments of President Metcalf and every visiting delegate and member. (Applause.)

Mr. Messmore (assuming the chair): We will next have the president's address. The Mayor of a small town in the West was called upon to introduce the Hon. John C. Spooner, of Wisconsin. This German mayor got up and said, "Ladies and Gentlemen, I have been asked to introduce you to Honorable Spooner, who will make a speech to you. I haf did so, und he vil now do so." (Applause and laughter.)

ADDRESS OF PRESIDENT METCALF

President Metcalf then read his annual address as follows:

Pleased with the past, satisfied with the present, and confident of the future, is the sum total today of the status of the Grain Dealers' National Association. For 19 years this Association has rendered a splendid service to the commercial interests of the country. With untiring energy and zeal through all these years, its unselfish promoters have earnestly and consistently endeavored to attain an advanced position of usefulness in the business realm, and we asseverate that a review of our history justifies our pride of the past, and the harmony and good-will that encompass us upon every hand warrant us in our contentment of the present. The future offers even greater possibilities for us than the past, and to me the greatest danger that confronts this society is that we might feel too much safety and security in ourselves, and in our accomplishments, a security that might and could easily make us derelict in duty, and give us that self-satisfied sense that would subject us to influence both hazardous and dangerous. Such an influence would miscarry or destroy the ennobling purpose for which this organization was created. It would result in negligence, and negligence is the infancy of laziness. Laziness would find its lowest level in deterioration, degeneracy, and disintegration. Let us then beware of being intoxicated with that success which would blind us and make us oblivious to the opportunities and needs that surround us.

The Future Holds Much Opportunity.

I compliment you, gentlemen, for the magnificent endeavors that have made possible this national fraternity of business men, but I feel it my duty to caution you that we cannot and must not rely on records made for future safety, but that it is imperative, and I might say, mandatory, that we persistently push forward and upward if we desire to continue to occupy the exalted position we hold among the business institutions of the country. Our Association, national in character as it is, must at all times be in a position and qualified to meet and handle all national and interstate problems of the grain handling business of the country. It must be alert to, and familiar with the requirements of the producer, shipper, distributor and consumer. I take pardonable pride in saying to you that it has always

been one of the distinctive traits of the Grain Dealers' National Association that never by any artifice has it attempted to dodge its pronounced duties or to shift its responsibilities. It has perpetuated and must defend the equitable rights of all these units in the grain trade against dishonest and sinister encroachment. And, too, the arrogation of rights or power foreign to our business would be equally as damaging and detrimental to us as the modification or wilful neglect of our duties. We must dress to the line of demarcation. We must do no poaching, but, we must protect and keep in order our own preserves.

Greatness of Association Measured by Usefulness.

I wish it were possible for me to say something that might create in each individual mind present a determination to place this Association upon a higher, better and more useful plane than it has ever occupied before. When I think of the ramifications and the various avenues of activity of the membership, and how it affects the great general good and happiness of the people of the United States, I am obsessed with the responsibility that attaches to us as patriotic, business, American citizens. It is a bold statement to make, but in view of our marked preferment, I am going to say that so far as the usefulness of the Association is concerned, in its whole relation to the whole people, it is but in its infancy. I have said before, and desire to accentuate it now, that the greatness of this Association will be measured by its usefulness. I do not believe there is any limitation to the valuable business service this society can render, so long as its efforts are safe-guarded by the rules of integrity and fairness, except the limitations of the business ability of the sum total of the individuals composing it. Dishonesty, intrigue, and artifice must positively have no place in the life and expression of such a great business institution as ours. Friendly rivalry, sincere and honest competition, are elements that we can embrace with a perfect assurance that they develop the individual and his business, and upon the contrary, deception, dishonesty and intrigue introduced into the life or business of an individual or association of individuals will just as surely work disaster and ruin. Fairness has always characterized the business of our annual convention. Apropos of this statement, did you ever stop to think of the many diversified interests of the trade represented by the membership of this body, and did you ever consider what a marvelous thing it is that when we adopt rules and business methods, they are found to be so eminently satisfactory to all concerned? I think, gentlemen, that the reason is obvious, and that it is because of the broadened view with which you treat the business of these conventions, putting the general interests of the membership above selfish, personal motives, and that individuals are willing to give, as well as receive, benefits, and that they are ever mindful and considerate of the personal rights of others.

Opportunities and Duties.

So long as this condition of affairs obtain, I, for one, will feel very certain of the perpetuity of this society. There will of necessity be differences of opinion on many subjects, and on many of our general policies. We know that it would be unreasonable to expect otherwise when we take a comprehensive survey of the indicated scope to be covered by the deliberation of an assembly of this character, embracing as it does, men representing so many different localities and so many varied branches of the grain business. I sincerely trust that if there are any commercial elements in the grain handling business that ought to be either inaugurated, eliminated, or modified at this time, that they shall receive the patient, earnest consideration of the delegates of this convention, to the end that conclusions may be reached by men whose experience and knowledge well qualify them to handle the problems. Hence, we urge you to the point of insistence that you fully and freely express your opinions and champion your views so that wholesome, valuable results may obtain; and we will be just as insistent that after certain policies have been fairly and exhaustively discussed either before committees, or on the floor of this convention hall, and majority action has been taken, that unanimity shall prevail in both their acceptance and enforcement. In our opinion, any other course by any individual or number of individuals would not comport with the intelligence and loyalty with which our membership are rightfully accredited, would be culpably wrong, and justly subject them to unfavorable criticism.

The Year's Work.

You will readily understand how difficult it is for me in this annual address to give even a synopsis of the year's work without infringing upon the field to be covered by committee reports. I do not desire to do this or to usurp the prerogatives that naturally go with the various departments of our Association work. The heads of these departments, known as the chairmen of the various committees, will report their work for the year with such recommendations as they may see fit. While the labors of the several committees have been of a character and volume to require much of their thought and time, this is especially true of the Legislative and Arbitration Departments. Mr. Reynolds, who, as chairman, so ably handled the former committee in its strenuous work of the year, will report to you fully, and Mr. Combs, chairman of the Arbitration Committee, will acquaint you with the work of that committee. These reports, as all other commit-

tee reports, will be full of absorbing information and facts.

In reference to the Legislative Committee, I want to avail myself of this opportunity to insist upon the membership the absolute necessity of responding to all the inquiries and demands made upon them by the chairman of this committee. I would like to impress upon you the imperative necessity of promptly wiring messages or writing letters to your Senators or Representatives in Congress, when you are requested to do so by the chairman of the Legislative Committee. Some of our members are inclined to be indifferent to these requests when they receive them, and, I believe, underestimate their value.

A Suggestion for Arbitration.

In regard to the Arbitration Committee, I wish to state that their duties have been voluminous and arduous the past year. The work of this committee requires a great deal of study and thought, which necessarily consumes much of their time, and the Association is surely under many obligations for the faithfulness and diligence exhibited by these gentlemen. The business of this department is increasing so rapidly and becoming so burdensome that I wish there might be some method devised by which relief could be found without disturbing any of the well-established tenets of settlements by arbitration. It has been suggested that members with trade differences having exhausted all their individual resources with each other as a first step in settlements of controversies, then be brought under the influence of an intermediary tri-

following the plan initiated by his capable predecessor, appointed a Booster Committee, consisting of 120 members who had cheerfully volunteered their services to assist in this work. This campaign was put in active operation on February 1, last, and you are all advised as to its most gratifying results. Loyalty, ambition and energy characterized the efforts of this committee: there was developed a splendid spirit of friendly rivalry and commendable emulation, and we challenge any organization to show a campaign for members that excelled the one just closed. We do not believe that it would be possible to find a committee, the members of which exhibited more devotion, energy and determination to any commercial cause, and who made greater sacrifices, than the members of this Booster Committee. They were untiring and unrelenting in their efforts to serve the Association by the addition of new members. We are at a loss to find expression that would properly convey our appreciation and the appreciation of the membership for this superb exhibition of their confidence and interest in our society, and we surely feel under deep obligations to them. They deserve the acclamation and gratitude of every individual member of this body, and I take this opportunity to again express my sincere thanks to them for their hearty co-operation, and for the magnificent and satisfactory results attained.

New Affiliated Members.

In addition to the individual dealers that have identified themselves with us since the last convention as direct members, we are pleased to report the affiliation



A LOT OF GOOD FELLOWS WERE STANDARDBEARERS FOR ST. LOUIS

bunal of their peers, with the hopes that they be persuaded to deal earnestly and conscientiously with each other in a spirit of fraternal fairness, and with a view to having their minds meet on a mutually satisfactory plane prior to the case being formally submitted to arbitration. If this suggestion could be made practical, and in the exchange of negotiations and thought accomplish what we could reasonably expect of it, I would think it an advanced step and one that would be a fine tribute to the intelligence and fairness of our members.

Excellent Financial Condition.

In our secretary's report you will find a very encouraging statement about our financial condition which will show a larger bank balance in our favor than any other statement in our history. This, of itself, reflects great credit and is proof of stability. However, this balance while creditable, is not large for an institution of this magnitude when the many necessary legitimate expenditures are taken into account. If you have kept in close touch with the work of the Association, and its gradually broadening field of possibilities, you realize the many channels through which our funds can be judiciously spent in the discharge of our plainly defined duty.

During the next session of Congress, our Legislative Committee will be busily engaged in an effort to have some bills for which we are pledged enacted into laws, and, as usual, I predict many bills inimical to our business interests will be introduced which it will be necessary to resist. The actual expense of this work will be heavy. While upon the subject of expenditures, please permit me to remind you that there is not an officer or member of a committee of this Association that receives one cent of remuneration for their services. Reflection upon the tremendous volume of labor so cheerfully performed by these men annually is proof positive of an allegiance equaled by few and surpassed by none. They merit, and no doubt have, your appreciation of the many sacrifices they make.

Fully appreciating the fact that the greater the membership of this organization, the more profitable and serviceable its prestige and influence, your president,

of the Texas State Association with an enrollment of over two hundred. Your president and secretary responded to an urgent and cordial invitation to attend the annual convention of this Association, held at Galveston, May 24-25, met with a hearty reception, were accorded the traditional Southern hospitality, and, as a result of this visit and the assistance given us by a number of our direct members in that state, the vote to affiliate was practically unanimous. The membership of the Texas Association are gentlemen of the highest and purest business type, and we are sure that their uniting with us will be mutually beneficial.

Committee on General Conditions.

Being convinced of the absolute necessity of working just as closely and harmoniously as possible with the state associations, your president, at the beginning of his administration, asked permission of the Board of Directors to appoint a new standing committee that should be known as a Committee on General Conditions, to consist of the presidents of the various affiliated state organizations. Primarily, of course, the object in this was to secure, if possible, better fellowship and closer business relations with these affiliated bodies. One of the requests made of this committee was that they each contribute to *Who is Who in the Grain Trade* an article from time to time touching upon the general surrounding commercial conditions in their state. Subsequent results have proved that this committee has been valuable in giving much first-hand information and have added new vigor and inspiration to our associate membership.

The Shadow of the War.

One year ago it was earnestly and fervently hoped by all that the European war now involving the principal foreign powers, would be short and decisive. Its end is not yet nor is it foreseeable.

The horrors of war are always disturbing as well as distressing. The many millions of men engaged with new and terribly effective means of destroying life, have left behind as a result of their activities of the year, a record of destruction of life and property of such magnitude that it reaches beyond human comprehension.

Its effect, in an economic sense, has been universally disturbing. It has almost completely disrupted our commerce with some of the powers, and has disturbed it with all. The cost of the war for one year, including loss of national income, is credibly given as being 45 billions of dollars. No one can comprehend a sum so vast as this. Its dissemination throughout many countries in the purchase of the supplies of the many kinds required to carry on the war, carries activity into many otherwise sluggish places. It has displaced idleness with activity and liberal profits have been secured where none were obtainable before. Our country has participated in these results. It also has felt the loss of trade as a result of the closure of foreign markets to our manufactured goods, as well as against shipments to us of articles not easily supplied elsewhere.

The Farmer Is Benefited.

The American farmer as a class has, perhaps, been the recipient in as full a measure of the commercial benefits accruing to the trade of our country as any one. The demand for our soil products of all kinds has been liberal and constant. It has, in all probability, considerably exceeded anything it would have been under normal conditions. We have benefited through the closing of Russian and other outlets.

While existing conditions abroad continue, or remain similar to those during the year, it seems probable that benefits will continue to accrue to us. Uncertainty, permeating all commerce, will also remain.

With the principal European powers at war, as now, no one may feel confident as to the future, or as to how far the conflict may extend. When peace comes and the strife has stopped, the cost of it all, of necessity, must be counted. Heavy debts must be extinguished by the one and only means of doing so—taxation. Many who have been rich and powerful in foreign commerce will have less of riches and of power. When this great over-swing of the pendulum of activity quiets itself, other and opposite results to those now being experienced will be but natural and therefore to be looked for and dealt with.

Co-operation and Conservation.

At this point in my address, I desire to speak to you concerning co-operation and conservation. We have, in the progress and achievements of this Association, a magnificent example of what co-operation will do, and have found that in the concurrent action of the members we have been stimulated to undertake and to successfully perform many things that otherwise would have been impossible. Co-operation is the protoplasm of our fundamentals, and I believe that you will agree with me that by virtue of it as the dominating factor, our organization life is made possible. We embrace it as essential to our very existence, and will only discuss it as it is related to conservation.

Much has been said about conservation of the forests, the water, and the minerals of our country. I am not convinced that there has been the attention given to the conservation of our food supplies that is commensurate with their value. I know of no organization that can more consistently and appropriately consider these problems, and who is by virtue of its business sphere and adaptability better qualified to assist in handling them than our Association. I realize that it is a gigantic undertaking for this Association to handle all questions that seem to be and are in line with our indicated duty, but surely, the time has come when we ought to reach out more vigorously and co-operate with the Federal and state governments in their

efforts of increased production, improved quality, careful harvesting, sensible housing, intelligent marketing and the general economic conservation of the grain and seed crops of the country. I would especially like to see this Association co-operate with the state associations and other like bodies toward the better harvesting and housing of the cereals and seeds, and I, too, am just as anxious to have us work with the same bodies in an endeavor to advance the interest taken in the proper conservation of these products after they have been harvested and housed.

Waste in Transit of Grain.

It has been suggested to me, and I submit it to you for your consideration, that the waste in transit from the country shipper to the terminal markets of the grain and seeds of this country would exceed in value annually the loss paid by the fire insurance companies



L. W. FORBELL, AN AFTER DINNER DIRECTOR

for elevators and elevator equipments. If this be true, and we cannot successfully controvert the statement, the waste incident to the transportation of these products is as destructive as it is startling. I charge that the railroads of the country, by their failure to provide good, sound, clean, ample and timely equipment for the prompt transportation of all kinds of grain and seeds are contributing in a marked degree to this waste, and should be held to strict account for same. They should not continue to shift their well-defined duty in this respect on the shipper, by expecting him to rebuild, repair and cooper cars at his own expense. I insist, too, that the shipper exercise great care in loading his grain, carefully examining the equipment before loading, and co-operating with the railroads to the end that the momentous loss and waste in transportation above referred to be reduced to minimum or be entirely eliminated. There are tremendous possibilities in this proposition for team work. Our Association occupies an enviable position in this regard, and can, by the concerted action of its membership, perform a service along the lines indicated, that will be conducive of

a safer and more profitable business, and that will add materially to the wealth and comfort of our people.

To Those Who Have Gone.

It is with deep regret that we are compelled to remind you of the demise of several of our members since our last convention, whose absence and counsel will be deeply and keenly felt by us all, and no doubt but proper necrological resolutions will be passed by the convention as a mark of respect and in commemoration of the valiant services they have rendered. Among the more prominent and better known of these members were, H. S. Grimes, ex-president, of Portsmouth, Ohio; A. F. Leonhardt, New Orleans, La., who at the time of his death was one of our most active directors, and S. W. Strong, Urbana, Illinois, who was for years secretary of the Illinois State Association. These gentlemen were all earnest, ardent supporters of the National Association, and were pioneers in association work. They were men of sterling characteristics and dignified influence. Their advice was much sought and their sound business judgment and zealous endeavors contributed very much indeed to the success of this organization. We realize that any tribute we attempt to pay them will be trivial as compared to the living tribute they left in the hearts and memories of their brother associates in the grain trade. They were big, broad-minded, companionable co-workers and we will profit much by a study of their lives and emulation of their works.

L'Envoi.

Gentlemen: We have assembled in annual convention today under the most favorable auspices. We are the guests of the best people in one of the most beautiful cities of our country. We meet in the shadow of multiplied numbers of beautiful, happy and contented homes. Our country is at peace. We still remain a favored people under the calm, benign influence of the Great Teacher. While other nations are destroying, we are creating. We stand for peace, not for peace at any price, but for peace. Under these conditions, am I not justified in saying that I expect this convention to surpass all previous conventions of this association, both in interest manifested and good accomplished? Before us lies a great field of opportunities. Be responsive to the call of duty. Hew close to the lines of truth, and measure up to the standard of usefulness and all will be well.

Permit me to call your attention to the simple business equation: Co-operation plus conservation equals 100 per cent efficiency. This equation, if observed, will, in my opinion, solve all our problems and bridge all our difficulties. In conclusion, may I remind you that you are practically in the geographical center of the greatest corn belt in the world; upon every hand as far as the eye can reach, you behold the ripening fields of golden grain, beautiful, magnificent and full of promise, and to me there could be no more appropriate language with which to close this address than to quote in part that magnificent tribute paid King Corn by our beloved and lamented Governor Oglesby, in which he says: "The corn, the corn, that in its first beginning and in its growth has furnished aptest illustration of the tragic announcement of the chiefest hopes of man. If he die, he shall surely live again. Aye, the corn, the royal corn, within whose yellow heart there is of health and strength for all the nations. The corn triumphant, that with the aid of man hath made victorious procession across the tufted plain and laid foundation for the social excellence that is and is to



IN FRONT OF THE JEFFERSON HOTEL, MONDAY AFTERNOON, OCTOBER 11.

be. This glorious plant, transmuted by the alchemy of God, sustains the warrior in battle, the poet in song, and strengthens everywhere the thousand arms that work the purposes of life. Oh that I had the voice of song, or skill to translate into tones the harmonies, the symphonies and oratories that roll across my soul, when standing sometimes by day and sometimes by night upon the borders of this verdant sea, I note a world of promise, and then before one-half the year is gone, I view its full fruition and see its heaped gold await the need of man. Majestic, fruitful, wondrous plant! Thou greatest among the manifestations of the wisdom and love of God, that may be seen in all the fields or upon the hillsides or in the valleys."

We have just received a telegram from Mr. Reynolds, in which he regrets exceedingly his inability to be present. However, his report is here and will be presented to you. We are all very sorry Mr. Reynolds cannot be here. We all know that he has worked indefatigably in the interests of the Association.

Affiliation of Missouri Association.

The affiliation of the Missouri State Association I do not mention in my address, because that really occurred before my installation into office. The Missouri Association was affiliated at the last meeting, in Kansas City. We are fortunate in having that Association affiliated with us. They have some 350 members, and if we count the Missouri Association as being affiliated the past year, the total increase is something like 500 or 550, and that in addition to the direct membership attained will give you some idea of the splendid progress and growth that is being made by this Association. (Applause.)

We have the following telegram from Mr. Charles D. Jones of Nashville: "Accept my hearty congratulations for your year's successful administration. The Association is fortunate in having such an executive. Here's my vote for second term. I knew it was in you. It makes me sad to miss this convention, but serious sickness in family prevents my leaving home."

The next is the report of our efficient and hard-working secretary, Mr. Charles Quinn of Toledo. I am going to ask you to pay very careful attention to Mr. Quinn's report, as he covers the entire business of the Association, which is your business.

SECRETARY QUINN'S REPORT

The following report was then read by Secretary Quinn:

In presenting my second annual report as secretary-treasurer of the Grain Dealers' National Association I have the great pleasure of calling your attention to a number of notable achievements during the past year. Perhaps it might be advisable to here summarize these achievements in a few sentences for the benefit of the members who are not present and who would like to know what has been done without going to the trouble of reading the full report:

Within the past 12 months the Association has made a net gain of 122 direct and associate members and 554 affiliated members, a total net gain of 686 members. It has affiliated two state associations. It has handled, without the necessity of expelling a single member, nearly twice as many arbitration cases as in any previous year. It has had, until the adjournment of congress, much legislative activity. It has seen one of the two great telegraph companies of the country voluntarily give the grain dealers that which they have been endeavoring to secure by legislative enactment.

It has seen its influence and power grow until it now reaches from ocean to ocean and across the seas to Europe. And last, but by no means least it finds itself in better financial condition than ever before in its history with a surplus of more than \$12,000.

Our Foreign Relations.

The year that has just drawn to a close has been pregnant with mighty events. The history of the older civilizations of Europe and Asia are now being rewritten on a thousand battlefields. It is quite impossible for us, who are happily enjoying peace, to realize fully what is transpiring in other quarters of the globe. The events that are taking place are too momentous for us to grasp. Their true significance will not manifest themselves for some time.

Under ordinary conditions a conflict of arms between nations would have no place in a report of this kind. But the great war now raging in Europe is so overshadowing, so all-pervasive, so potent for good or ill,

an outcome of the world war democracy is to be endangered we ought to be quick to see it. And if on the other hand collectivism is to be submerged in a great wave of individualism we surely ought to know it and understand its causes.

No one is better able than Senator Sherman to throw some light on these problems. There is not a grain merchant present who has not well-defined ideas of his own regarding the function of government, of how far congress ought to go in its regulation of business. And there is not a dealer here who does not realize that we are on the threshold of some mighty changes as a result of the great world war.

For some years past the tendency in this country has been unmistakably toward a closer union of government and business. How far is this to go before the initiative of the individual is to be impaired? Will the war accelerate this tendency or will it check it? As independent merchants reared in a school of democratic individualism you are mightily interested, more so, perhaps, than in any other single thing.

Standardization of Grades.

Leaving the field of political speculation and essaying subjects of a more concrete character, we find the grain trade confronted with a chaotic situation with reference to its grades. With but one of the great cereals standardized by the Government, and with no law to enforce even this standard except such as may be found in the Food and Drugs Act of 1906, the trade has had to suffer confusion because of the uncertainty arising from the interpretation by bureau chiefs of the old grades.

With the view of bringing home to you the necessity of the passage of the Grain Grades Act, and of familiarizing you fully with its provisions, Hon. Ralph W. Moss, the author of the bill, has been secured to address you.

Another speaker who will appear before you, and to whom your attention might be briefly called, is Dr. J. W. T. Duvel, who will apprise you of the progress that is being made by the Federal Department of Agriculture in its compilation of data preparatory to the announcement by the government of its grades on wheat and oats.

Uniformity Must Be Attained.

There has not been a convention of the Grain Dealers' National Association since 1906 in which the subject of uniform grades has not occupied a prominent place. For nearly ten years the progressive grain dealers of the country have worked untiringly to bring about this much-to-be-desired end. The work of the reformer and the idealist has been completed. What was but an agitation a few years ago is now an accepted policy. The Association owes it to itself and to the trade to put the finishing touches on this great work at the next session of Congress. Until uniformity is written in the statute books of the country we must not for a moment slacken our interest or abate our efforts.

Before taking up the work of the year under the various departmental heads I would ask your indulgence for a moment in order to advert to one of the agencies that has been a most potent force in the recent development of the Association. I refer to *Who is Who in the Grain Trade*, the magazine issued twice a month by the Association. You are, of course, aware that the Association has doubled its membership in the past four years, but it is possible that you have not linked together the two events, namely the starting of *Who is*



E. L. SOUTHWORTH BOOSTS TOLEDO

and so sure to leave its impress upon the whole commercial, financial and political world that it intrudes whenever any attempt is made to discuss seriously the future of this or any other trade organization.

It was for this reason that U. S. Senator Lawrence Y. Sherman, of the great state of Illinois, was asked to address you on the subject of "The Limit of Business Regulation by the Government." This address ought to be one of the most interesting you have ever had the pleasure of listening to because it will deal with legislative problems which effect your every day existence.

What the future has in store for us, or for any other people is, of course, a sealed book. We cannot foretell what the next twelve months will bring, but we can at least keep our lamps trimmed and be prepared to meet emergencies as they arise. We can be conscious of what is going on around us. We can be cognizant of the force of great events, of present tendencies. If as



WAITING FOR THE CAMERA MAN MONDAY AFTERNOON, OCTOBER 11.

Who in the Grain Trade and the beginning of this great growth.

One has, however, in large measure, been the direct outcome of the other. *Who Is Who in the Grain Trade* has been responsible, more than any other agency, in building up the Association, in making the booster campaigns the success they have been, in keeping alive the interest of the members in the work that is being done and in reducing the number of annual lapses. Going to each direct and affiliated member twenty-four times a year it has provided the one thing that has in the past been so badly needed, namely, a direct and constant communication between the officers of the Association and the members. The support that has been given *Who Is Who in the Grain Trade* by the members has been most encouraging. This support will, without doubt, be continued and increased as the publication has become one of the Association's greatest assets.

Legislation.

In reviewing the legislative work of the Association your secretary finds it quite impossible to go into details because of the report of A. E. Reynolds, chairman of that committee. Mr. Reynolds may always be depended upon to give you a complete report of the activities of his committee during the year. Not only does he supply these details but he arranges them in a masterly way, throwing light on their significance as he goes along. An attempt to exhaust the subject here would be a completely superfluous effort, and would end in but a pale reflection of Mr. Reynolds' report.

There are a few facts in connection with the work of the last Congress, however, to which I may draw attention, not in the belief that they have been overlooked by Mr. Reynolds, but in the hope that having so many things to chronicle he may not have expatiated upon them.

Since Congress adjourned on March 4 last the country has had its first "breathing" spell from legislation in six years. Congress was in almost continuous session since December, 1908. Here are a few statistics that may astonish you. There was a short session of the sixtieth Congress. Then came the tariff special session which carried the lawmakers into August, 1910. This was followed by the regular long session which did not terminate until August, 1910. The short session of the sixty-first Congress was followed by the special reciprocity session of the sixty-second Congress, with the two regular sessions of that Congress. This in turn was followed by President Wilson's tariff and currency sessions which merged into the regular session of the sixty-third Congress. In the 78 months that ended with March 1 last, Congress had been in session 66 months.

And yet with all this legislating the grain trade has received little direct benefit. Since 1908 no legislation has been passed by Congress directly benefiting the business of the grain dealer unless it be the currency bill. Instead many measures that would injure the grain trade have been presented for passage. Only the hard, intelligent work of Mr. Reynolds and his able committee, backed up by the grain men of the country, have prevented the passage of many of these bills.

The Work at Washington.

Mr. Reynolds will tell you in his report all about the work of his committee since the Association last met in annual convention. He will give a detailed account of the various trips to Washington in the interest of the Grain Grades Act and the Pomerene bill of lading measure, two bills in the passage of which the Association is vitally concerned. Little remains for me to do except possibly to present a few statistics covering the number of bills and resolutions that found their way into the Federal legislative hopper during the life of the last congress. There were 149 of these bills and resolutions as follows: House bills, 68; Senate bills, 28; House resolutions, 14; Senate resolutions, 5; Joint resolutions, 17; anti-future trading bills, 17. It may be stated here that all past records in the number of bills introduced affecting the grain trade were broken by the sixty-third Congress.

This last fact will be of immense interest to the grain dealers of the country as it shows the unmistakable trend of the times. It proves anew that which has so often been pointed out, namely, that the trade must expect in the future, even more than it has in the past, government interference and government regulation in the conduct of its affairs. It points with unerring finger at the tendency toward a closer union of government and business.

Of the 149 bills and resolutions referred to, some, of course, came into being because of the European war, but excluding these there still remain more purely national bills, of direct interest to grain dealers, than were ever before presented to one congress for consideration.

An analysis of the bills shows that the number of measures intended to benefit the producer is unusually large. Government schemes to finance the farmer and to bring the consumer closer to him, eliminating as far as possible the middleman, are numerous. These measures were, it is unnecessary to add, introduced by congressmen and senators from rural communities and states.

On the other hand the representatives in Congress from the great consuming sections of the country were not idle. After the great war in Europe broke out they

wrote many "embargo" bills designed to keep the grain from going to Europe, and they worked early and late on resolutions to empower the president to "suspend dealings in futures in food stuffs."

When the price of wheat was low just before the European conflagration the congressmen representing the producers were active in their demands for Government investigation of the exchanges which, they asserted, were robbing the farmers. Then came the war, and in a few weeks the price of wheat soared. One not familiar with the grain business would think this would have ended for the time being, the legislative troubles of the exchanges, but not so. The congressmen from the consuming districts at once besought the Government to investigate the "high price of wheat," and the exchanges came in for another "investigation."

The grain men in the terminal markets have, therefore, been between the devil and the deep sea for about 14 months. When the price of grain was low they were "investigated," and when it was high they were



W. T. CORNELISON AND J. W. HOLMQUIST

"investigated." The only consolation they may take out of their peculiar situation is that in our present economic scheme of distribution they are essentially the "buffer" between the producer and the consumer, and the fate of the "buffer," whether in politics or in economics, is seldom a happy one.

If anything were needed to convince the grain men of the country that they must maintain a national organization the list of 149 bills and resolutions already referred to ought to be enough. Without an Association to look after their interests at Washington it would not be long until the grain dealers would be so hampered by legislation that it would be practically impossible to do business without infracting some "law."

Arbitration.

In the figures that follow there is outlined the arbitration work of the Association during the past year:

Number of cases at the beginning of the convention year	17
Number of new cases during the year.....	38

Decisions by Arbitration Committee during the year	15
Cases withdrawn	7
Cases settled direct.....	8
Cases dismissed	1
Cases pending	24

Appeal cases pending at beginning of convention year	1
Cases appealed during the year.....	—

Appeal cases disposed of by the Directors during the year	7
Appeal cases pending.....	4

In discussing the work of arbitration during the past year your secretary desires at the outset to draw your attention to a noteworthy fact that seems to have generally escaped the observation of the members. It is this: We have not been forced to expel a single member during the past 12 months for refusing to arbitrate a trade difference or for failure to satisfy an award of the Arbitration Committee.

If the past year had been a normal one this in itself would have been a notable success, but when it is remembered that the grain men of the country have come through the most remarkable year in the entire history of the trade the significance of the achievement stands out with most unusual prominence.

Arbitration Stands the Test.

Never before has there been such a year as the one just closed. There have in the past been short periods of great fluctuation in grain prices, due to "corners" or to political events in the country or in Europe, but never has there been such a long, sustained period of market instability as have followed in the train of the present European war. With practically the whole world, aside from the Americas, engaged in a titanic struggle for more than fourteen months, there was bound to be periods of rapid fluctuation, heretofore unknown, both as to duration and violence.

Under these conditions one would think that compulsory arbitration in the Association would receive its great test, its "baptism of fire," as it were. Under such conditions one of two things, it would seem, must happen. Arbitration must either fall by the wayside or it must receive an undreamed of impetus. The latter has happened.

And what a tribute this is to the personnel of the Association's membership! With a "wild" market in which to do business most of the time, with price instability everywhere, with the commerce of the world in chaos, with anything likely to happen at any time, the members of the Association went on in their accustomed way meeting their obligations, honoring their contracts, taking their profits and standing their losses like men, and whining not when the market went against them.

Notwithstanding that the number of arbitration cases has been practically doubled during the past year, in not a single instance has a litigant refused to live up to his obligations as a member of the Association. Too much stress cannot be placed upon this. It shows that compulsory arbitration has become so firmly fixed in the minds of every member that nothing can shake it.

Since the Kansas City convention a year ago, 36 arbitration cases were instituted as against 21 for the previous twelve months. This shows an increase of about 90 per cent, but not all of this increase is due to market conditions. Some of it must be credited to the growth of membership in the Association.

There is one other feature of arbitration work during the past year to which reference might be made, and that is the increase in the number of cases that were "settled out of court" as it were, in other words, that were settled directly between the parties and never went to the arbitration committee.

Spirit of Fairmindedness Shown.

It must be a source of the greatest satisfaction to you to note the development of this tendency, because it shows the growth of a spirit of fair-mindedness and tolerance among the members. A direct settlement is always preferable to the trial of a case because of the good effect it leaves on the litigants. It takes broad-minded, big men to adjust their difference amicably after they have started a case.

And this spirit of tolerance is manifesting itself to a greater degree each year as the members more and more assimilate the teachings of the Association. Your secretary feels sure that it will in the course of time reach the point where it will become the rule rather than the exception to have trade controversies settled before they can get to the Arbitration Committee. This is a consummation devoutly to be wished. Only such cases should go to the committee as leave room for honest differences of opinion as to interpretation or application of a rule or contract. Most of the other cases are in their last analysis but a determination on the part of one of the litigants to exact his pound of flesh.

At the Kansas City convention last year the arbitration rules were changed so as to permit the Arbitration Committee, which is composed of three members, to give decisions by majority vote. This change, time has shown, was most advisable, as it prevented a deadlock in one case during the past year where the chairman of the Committee was unable to agree with the other two members.

Before dismissing the subject of arbitration your secretary desires to take this opportunity to thank the members of the Arbitration Committee for their courtesy, their earnest application, their conscientious efforts to do exact justice in every case that came before them.

The Association has been most fortunate in the past in its selection of arbitrators. To them is due the splendid structure that we see reared today. They blazed the way to the present happy condition where member and non-member alike accept their verdicts because they know these verdicts are the product of good judgment, clear thinking, honesty of purpose and sound precedent.

That the trade rules of the Association have practi-

cally reached a stage of perfection is shown in the fact that but few amendments, and these of a very minor character, will be offered for your consideration here.

During the year a number of communications were addressed to your secretary on the subject of the interpretation of existing rules. These inquiries were sent to J. W. Radford, chairman of the committee, who promptly disposed of them.

At the Kansas City convention one year ago the trade rules of the Association were revised after several long and most interesting sessions. In the discussions that followed the introduction of these amendments practically all the delegates took part. That the changes made a year ago have brought the rules up to date is proven by the fact that these amendments, in their practical application, have given general satisfaction.

Transportation.

At the 18th annual convention the question of the establishment of a Traffic Bureau, in connection with the work of the Association, was discussed, and the directors were empowered to create such a bureau should they deem it expedient or desirable. The directors in turn authorized the president to appoint a committee of five to investigate the project. Mr. Metcalf named the five members of the Transportation Committee as this special committee, and H. L. Goemann, the chairman of the Transportation Committee, will report at this convention the results of his investigation.

Membership.

The following is a complete statement of the direct, associate and affiliated membership:

DIRECT AND ASSOCIATE MEMBERS.

Total number reported at the last convention.....	849
New members secured since last convention.....	216
	1,065
Number of paid-up members Oct. 9, 1915.....	892
Total number of delinquents.....	41
	933
Number of resignations.....	51
Members dropped for non-payment of dues.....	57
Members gone out of business.....	24
	1,065
Associate members reported at last convention...	14
Associate members secured since last convention	5
	19
Associate members in good standing Oct. 9, 1915..	18
Associate members resigned.....	1
	19

AFFILIATED MEMBERS.

Number of affiliated members one year ago.....	1,654
Number of affiliated members on Oct. 9, 1915.....	2,210

RECAPITULATION.

Net increase in number of direct and associate members since last convention.....	132
Net increase in number of affiliated members since last convention	554
Total net increase.....	686

These figures given above show in a startling way the growth of the Association in the past twelve months.

Never before in one year has the Grain Dealers' National Association made such rapid strides toward unifying the grain trade of the country. Your secretary is pleased to say that we now have members from Portland, Ore., to Portland, Maine, and from Winnipeg, Man., to Havana, Cuba. In addition to this we have within the past few days secured a new member in Paris, France.

May Become International Organization.

If the present rate of increase in the membership can be maintained for a few years longer we will not only have taken into the Association nearly every reputable grain dealer in the United States, but we will, it seems fair to assume, become in a measure an international organization.

There is no reason why the Association should confine itself within the limits of American territory, since we are an export nation and many of our members do an export business. A membership is of great value to the foreign importer who does business with this country, and I am persuaded that this field, though neglected in the past, offers splendid opportunity for the extension of the influence of the Association in the future.

In extending our membership beyond our own borders, however, we ought to be very careful. No foreigner should be taken into the Association unless his integrity is above reproach. He should be vouched for by several of our members who have had transactions with him.

While the Association is, of course, always careful in the selection of its new members from the various states, it should be particularly solicitous about the foreigners who apply for admission, because in event of their failure to live up to the rules it is practically impossible to discipline them. However, this is a problem that ought to be worked out without much difficulty. There are many honest dealers in Europe whose connection with the Grain Dealers' National Association would be an honor both to them and to us, and these dealers should be enrolled.

Within the past 12 months we have taken into the Association two state grain organizations, the Missouri Grain Dealers Association and the Texas Grain Dealers' Association. The first named was admitted by the directors of this Association at the Kansas City convention, while the Texas Grain Dealers' Association came into the fold in June last. This now gives us seven state associations as affiliated bodies, namely the grain associations of Ohio, Indiana, Illinois, Iowa, Kansas, Missouri and Texas.

In adding the Missouri and the Texas Associations to the affiliated list in the past year the national organization has placed in its banner two more bright stars. We welcome these associations and congratulate their members upon the progressive step they have taken. The time has gone by when a state association can live by itself. We know that the affiliation is bound to be of great benefit both to the National and to these state associations.

Before proceeding further on the subject of membership your secretary desires to call attention to the wonderful work of the boosters during the past year. As you will see by the report, we have secured 216 new members since the Kansas City convention a year ago. This is the second largest number of members ever brought into the Association in any one year, but the mere relation of this fact does not tell the story.

Though in 1911-12 there were secured 250 members, the record for any one year. These members were obtained almost entirely by personal canvass by the

if they do not take their organization seriously, it is impossible to conduct a successful membership canvass, because the whole thing is predicated upon co-operation.

It is, therefore, the source of the greatest satisfaction to know that the members of the Grain Dealers' National Association possess in a marked degree that wonderful thing we call enthusiasm without which no Association can live and develop. There are, it is safe to assert, few organizations in the country whose members have this priceless possession to a greater extent than have the members of this Association.

Loyalty of Members Demonstrated.

They have shown their loyalty and their love of the Association over and over again by taking valuable time from their business to help build it up. It is a great happiness to me, you may be assured, to have the honor of being secretary of such an Association, because instead of having to communicate my enthusiasm to the members they have communicated their enthusiasm to me.

When the booster campaign was started last spring we were in hopes of increasing the direct membership to 1,000, but we found the task a little beyond our reach this year. We began with 849 members, of whom 102 were delinquent. Owing to the lapses for non-payment of dues, deaths, changes in business, etc., we were compelled to remove from our lists 132, leaving but 717 as a basis upon which to build. Today your secretary is happy to report that we have 933 members with but 41 delinquents. Although we now have the largest direct



DULUTH FRATERNIZES WITH PEORIA AND MILWAUKEE
E. M. White, C. F. McDonald, P. B. Miles, H. A. Plumb.

secretary and his assistants in terminal markets. Few dealers were secured during that year in the smaller cities. Minneapolis alone sent in 45 applications and Chicago 25, with the other large markets in proportion.

In the booster campaign just closed there was very little personal solicitation done by the secretary. The new members were nearly all secured by the great booster committee of 130 members, and the recruits were taken mainly from the small markets and from unaffiliated territory.

When this fact is realized the full significance of the campaign is seen. The canvass was made a great success by the boosters. In other words, by the members themselves. It is this feature of the campaign that your secretary wishes to impress upon you. For seven months the canvass lasted. It began on February 1 and did not terminate until the early part of September, and during all that time the boosters, 130 strong, worked earnestly through the mails and by personal solicitation among their friends. The fine results of their labors have been pointed out.

Methods of Securing New Members.

Every member of the Association ought to feel proud that he is a member of an organization that can boast of such an accomplishment. After practically all the dealers in the terminal markets had been brought into the Association, the problem of securing the many dealers in the small towns and in the country presented itself. This problem seemed a big one for the secretary to solve, since it was out of the question for him to solicit these prospects because of their isolation and the amount of time consumed in visiting them.

But two other possible methods of reaching these non-members presented themselves. One was to engage a solicitor on a regular salary or on a commission basis and the other was to enlist the aid of the members themselves in this work. The latter method was tried first, and it has been an unqualified success.

But this method was not selected without some misgivings. It was realized that a booster campaign can be successful only in so far as the members choose to make it. If the members of an Association are apathetic, if they are not earnest and conscientious,

membership in the history of the Association, we are able to announce the smallest number of delinquents that has ever been reported at an annual meeting of this organization! Next year, we hope, the coveted 1,000 mark will be reached with the help of the loyal members.

President Metcalf will, before the convention is over, distribute three prizes to the three most successful boosters. These boosters certainly deserve not only your thanks but your gratitude for their splendid work in extending the boundaries of the Association.

Telephone and Telegraph Service.

The members of the Association were, on April 5 last, pleased to be apprised by *Who Is Who in the Grain Trade*, their official publication, of the action of the Western Union Telegraph Company in issuing a notice to the public that hereafter the filing time on all messages, except those sent from railroad stations, would be written in plain figures on each message.

The Association has, since 1911, made every legitimate effort to have enacted into law the Cary Time Filing Bill which, if passed, would have forced the telegraph companies to place the time of filing on all messages. This bill was first introduced in the sixty-second Congress by Congressman William J. Cary, of the Fourth Wisconsin district. While the Grain Dealers' National Association and other organizations interested were unable to get the bill on the statute books in either the sixty-second or the sixty-third Congresses, their agitation has without doubt, contributed to the action last spring by the Western Union Telegraph Company, which corporation deserves the thanks of the trade for the progressive step it has taken. It is pleasing to know that the company, of its own volition, inaugurated this change in its policy to meet the legitimate and just demands of commerce. It is hoped that before long the Postal Telegraph Company will follow in the footsteps of its competitor and place the filing time, in plain figures, on all its messages.

Uniform Grades.

Naturally there has been little activity in this committee for the past year. The grain trade is in a state of suspense awaiting action by congress on the Grain

Grades Acts and by the Department of Agriculture on the standardization of wheat and oats. Until such time as the Government assumes the responsibility of supervising grain inspection, the trade will be in a position of uncertainty both as to grades and as to inspection.

A more chaotic condition than the present one could not well be imagined. With the Association committed to Government supervision and Government grades no attempt can be made, by moral suasion or otherwise, to enforce our own grades, hence the trade is at sea. In the absence of any law, or any recognized uniformity in grades, the pure food department has become active within the past year and has attempted a number of prosecutions. In Mr. Reynolds' report a detailed account of the activity of this branch of the Government, especially with reference to sulphured oats and barley mixtures, will be given.

The position of the Association relative to uniform grades is, therefore, one of watchful waiting. And while we are waiting we should use every effort to have enacted into law the Moss Bill or Grain Grades Act, which was endorsed at the Kansas City convention. The passage of this measure is the key to the whole situation. It will avail us little to have all the cereals standardized unless we have a rational, workable law to enforce them intelligently and equitably.

The Other Committees.

I respectfully refer you to the reports of the chairmen of the committees on Demurrage, Crop Reports, Hay and Grain and Natural Shrinkage for information concerning their activities during the year. Since the last convention a number of letters passed between the chairmen of these committees and your secretary.

Finances.

Your secretary is greatly pleased to be able to inform you that the finances of the Association were never in as sound a condition as they are at this time. The detailed statement that follows shows the condition of the Association at the close of business on October 9, 1915. Our total footings are \$32,495.64. This is \$2,611.47 more than ever before, while our surplus is \$12,363.96, an increase of \$2,274.55 over last year, when the high water mark was reached. The complete statement is as follows:

RECEIPTS.

Cash on hand last report.....	\$10,089.41
Direct dues	9,715.00
Direct membership	3,088.50
Associate dues	145.00
Associate membership	72.50
Regular subscriptions to Who is Who.....	456.50
Affiliated subscriptions to Who is Who.....	704.25
Who is Who advertising.....	6,252.98
Sundries	32.25
Arbitration fees	585.00
Special legislative fund.....	200.00
Sulphured oats fund.....	350.00
Affiliated dues	704.25
Investments	100.00
Total receipts.....	\$32,495.64

EXPENDITURES.

Salary account	\$ 5,438.00
Office supplies	569.75
Express and telegrams.....	141.40
General printing	238.25
Who is Who.....	7,190.49
Office rent	540.00
Telephone rent and tolls.....	68.80
Refund arbitration fees.....	250.00
Legislative expense	1,301.78
Sulphured oats conference expense.....	393.31
Officers' traveling expense.....	1,081.83
Secretary's traveling expense.....	1,000.97
Postage	852.38
Sundries	137.95
Arbitration expense	142.42
Convention expense	754.35
Returned application fees.....	30.00
Total expenditures.....	\$26,131.68

In bank:	
Commercial account	\$7,236.96
Certificate of deposit, bearing 4 per cent interest	5,000.00
Petty cash account.....	127.00
Total.....	12,363.96
Total.....	\$32,495.64

An Appreciation.

Before concluding this report I desire to pause a moment to pay my respects to President Metcalf, Mr. J. W. McCord, chairman of the Executive Committee; Mr. A. E. Reynolds, the chairman of the Legislative Committee; Mr. Earle M. Combs, chairman of the Arbitration Committee; Mr. J. W. Radford, chairman of the Trade Rules Committee, and the other committee chairmen.

I have singled out certain ones for special mention only because I came in contact more often with them than with the others, but my relations with all could not have been more harmonious, nor could the co-operation have been closer. By their uniform courtesy, their great loyalty to the Association, their eagerness to be of service, their tact, their modesty and their ability they have placed the Association on a higher

plane than it has ever before enjoyed. It has been a rare pleasure to your secretary, you may be assured, to have the great privilege of associating with these men whose high aims and exalted motives have so freely been given to the upbuilding of the organization. To President Metcalf, Mr. McCord and Mr. Reynolds, I feel that I am doubly indebted for their generous aid, their good will, and their kindly courtesy. They have been friend as well as co-worker, adviser as well as employer. The rank and file of the members will never know what they owe these men whose one great aim is to help in that most noble of all occupations—making this old world of ours just a better place in which to live.

E. M. Wayne: I move that the report of the sec-



J. W. RADFORD OF CHICAGO

retary, which is very exhaustive, and one that is a credit to the Association, be received and placed on file. (Seconded by Mr. Brandeis, and carried.)

Chas. England: Mr. Sheridan, Mr. Snyder and myself have been delegated by the Baltimore Chamber of Commerce to convey to this Association a sincere and cordial invitation to hold its next annual meeting in the city of Baltimore. (Applause.) I am quite aware that this matter must be decided by the Board of Directors, upon whom rest the responsibility and conduct of the affairs of the Association, but this invitation is to the officers and members, and we would consider



E. C. EIKENBERRY SPREADS GREETINGS

it a very great favor if you will allow us to present it at this time.

The President: I am sure there is no objection. You may proceed.

(Mr. England read letters from president of Baltimore Chamber of Commerce, from the Baltimore Board of Trade, from the Mayor of Baltimore, and from the Governor of Maryland.)

Mr. England: The Chamber of Commerce of Baltimore is the Grain Exchange. The Board of Trade is an association composed of commercial, financial and manufacturing interests. This invitation is cordial and sincere. Baltimore has long hoped to have the Association in its midst, but we have heretofore realized that its interests could perhaps be best served by going elsewhere. Now we think it will be to its interests to come to Baltimore, and we extend to it this invitation. (Applause.)

J. L. King: Representing the grain men Philadelphia, the nearest neighbor to Baltimore, I want to second the invitation which comes to us from the

Baltimore Chamber of Commerce, and recommend it to the consideration of the Board of Directors.

The President: I know the sentiment of the Grain Dealers' National Association when I say they thank you sincerely for the cordial invitation you have extended, and it will be referred to the Board of Directors for their action.

E. D. Bigelow: I sincerely hope the Board of Directors will consider this invitation thoroughly, and shall be happy if they accept it. It was my pleasure to be a member of the Chamber of Commerce of Baltimore for eighteen years, as director for many years, resigning when I left the city, and I know this invitation is sincere and hearty, and I know we will have one of the most delightful stays if we go there. It would certainly give me great pleasure, if the Kansas City Board of Trade should deem it wise, to go as a delegate to my old home.

The President: The time for recess has arrived, and we will reconvene at 2 o'clock.

Monday Afternoon Session

The convention was called to order by the president at 2:15 p. m.

The President: We will have first this afternoon the report of the Executive Committee, Mr. J. W. McCord, of Columbus, Ohio, chairman.

Mr. McCord: This report is not a very serious one. I did not make it up until after I heard what the president and secretary said this morning, so I did not steal any of their thunder nor can I be accused of plagiarism.

REPORT OF THE EXECUTIVE COMMITTEE

Your committee is more than ever before at a loss to submit a report that will be either instructive, important, or necessary. After the address of the president, and the report of the secretary so ably presented this morning, you will agree with us that we heartily and earnestly commend to you for your approval all of the work accomplished through the several departments of the activities of the Association during the past year.

You are aware of the fact that the function of the Executive Committee is to act for the Board of Directors during the interval between the several meetings of the Board which are held during the conventions. So well and thorough were the affairs and policies of the Association considered and ordered by the Board of Directors at its 1914 meetings, supplemented by the able, efficient, and constant service of your president and secretary during the past year, that we find ourselves without any real resource, or even a demand for a report.

In Close Touch with Details.

The chairman has kept in continuous close touch with every detail of the internal affairs of the Association, financial and otherwise, and has made frequent visits to the office of the secretary, inspecting the books and records of the office, approving and signing vouchers and checks for payments of salaries and other expenditures.

Our system of accounting, bookkeeping, filing of papers and documents, is in our opinion complete and perfect, enabling our secretary to intelligently and correctly advise you at any time and very quickly, regarding any and all of the affairs of the Association.

We especially desire to compliment the Association on the very efficient, able and comprehensive manner in which the work of the secretary's office has been performed by Secretary Quinn and his able staff of assistants, Mr. Kiburtz and Miss Gilday; also to compliment and approve the action of the president in establishing and keeping open in active operation an office for the constantly increasing duties of his department.

We appreciate the confidence of the Board of Directors in delegating to us the responsibility of supervising the affairs of the Association, *ad interim*, and extend our sincere thanks to the Board, the officers, and every member of the Association for the confidence bestowed upon us.

Mr. Forbell: I move the report be accepted and placed on file, with the thanks of the Association. (Seconded by Mr. Evans, and carried.)

APPOINTMENT OF COMMITTEES

The President: I will announce the following committees:

COMMITTEE ON RESOLUTIONS.—E. M. Wayne, of Illinois; John L. Messmore, of Missouri; E. C. Eikenberry, of Ohio; H. B. Dorsey, of Texas, and Frank Cowgill, of Nebraska.

COMMITTEE ON NOMINATIONS.—D. F. Plazzek, of Missouri; J. H. Cofer, of Virginia; J. P. Griffin, of Illinois; Charles England, of Maryland; A. G. Tyng, of Illinois; T. A. Morrison, of Indiana; H. D. McCord, of Minnesota.

AUDITING COMMITTEE.—J. W. McCord, of Ohio; E. B. Hitchcock, of Illinois, and T. C. Crabbs, of Indiana.

The next number on our program is the report of the Committee on Legislation. Mr. Reynolds is not present, but has sent his report, and it will be read by Mr. Sale, of the committee. This is one of the most

October 15, 1915.

important committee reports the Association will receive.

Mr. Sale: The committee very much regret Mr. Reynolds' absence today. It is unavoidable, on account of sickness.

LEGISLATIVE COMMITTEE REPORT

To the great European war has been ascribed most of the ills that have befallen us in the past year. The truth or falsity of this charge is a problem for the historian or political economist to solve. The general public has quite enough to do to take care of itself during such troublous times as we are now passing through. It has been said that no great amount of evil can exist without some good emanating from it. The great world conflict has served to divert the minds of our people from their own troubles, whether these troubles be real or imaginary. In times of complete peace and quietude the people seem to strike a dead level as it were, and things run along so monotonously that they become restless and look about for change; at such times it is quite easy and natural to look about for some way to break the monotony and bring new excitement. The quiet work-a-day existence that is the greatest blessing that comes to humanity becomes burdensome. The socialist at such times finds opportunity to put forward his creed as a panacea for imaginary ills; populism takes on a new impetus; a general unrest seems to grow throughout the country. Our legislative bodies are importuned to legislate against something. No matter what the character or aim of the legislation is, so it is against something. It requires some great calamity to divert the public mind into quiet and saner channels. The great war now raging has served this purpose at least. Our people are brought to a solemn realization of the blessings that they enjoy. They are thoroughly sobered. New doctrines and isms are for the time being forgotten. Even the militant suffragette finds a new outlet for her misguided superfluous energies.

The preoccupied state of the public mind in general, and of the legislative bodies in particular, has brought some blessings to us in the way of a general subsidence of the legislative furore which has beset us for the past dozen years. While a good many measures were introduced in the last session of Congress, most of them received the quiet, but pronounced disregard, which they justly merited. In a general way your Legislative Committee has had very few pernicious bills to consider in the past year. It is quite fortunate that this state of affairs has existed. We have had our hands full fighting for measures which we were anxious to have passed.

Of all of the hundreds of measures introduced in Congress in the past few years affecting directly or indirectly the interests of the grain business, only two that are of vital interest to the grain trade are still open for consideration. These are the Grain Grades Act and the Pomerene Bill. There is the much mooted question of control of Future Trading; also the application of the Food and Drugs Act, known as the Pure Food Law, to grain in its natural or raw state. These subjects will be considered in their order.

Grain Grades Act.

At the time of our meeting in Kansas City one year ago Congress was in extraordinary session. Pending before that body at the time was the Grain Grades Act. The exact text of the bill had been agreed on between the Department, Congressman Moss, and the grain trade in general. The seaboard markets contended then, as they still do, that the bill was not practical for the export business; as against this argument the interior markets, such as Chicago, St. Louis, Kansas City, Minneapolis and many others which do a large export business, contend that the bill is entirely practical for export trade.

The bill in the same wording that it carried before was passed over to the regular session, its number in the house being H. R. 17971. This bill was reported favorably by the Agriculture Committee of the House and on June 4 of this year was passed by an overwhelming majority, the vote being 220 for to 17 against.

The same bill was at that time before the Senate Committee on Agriculture and Forestry. The chairman of this committee, Mr. Gore (the blind senator from Oklahoma) was deeply interested in this bill; owing, however, to the vast amount of business before his committee he was unable to get it out of the committee until February 19, at which time it was favorably reported to the Senate with only a few minor changes. All of these changes were such as could be very easily reconciled by the joint Conference Committee.

At the time this report was sent to the Senate there remained only about 14 working days until adjournment of Congress. Nearly all of the appropriation bills were still to be considered and a great many other matters of importance were before the legislative bodies; among these were the President's Shipping Bill. The final result was that in the rush, incident to the close of the session, the Grain Grades Act could not receive consideration. Had there been sufficient time it would have passed by an overwhelming majority, as there was practically no opposition to the measure.

Even Senator McCumber, who for years has been the champion of Federal inspection, came to the conclusion that the Grain Grades Act would accomplish practically

everything which he hoped to accomplish by Federal inspection and would avoid many of the evils that had been urged in opposition to Federal inspection.

During the past summer your committee has labored constantly to promote the interests of the Grain Grades Act. The bill has been reintroduced by nearly all of the state grain and millers' associations throughout the country. This measure has fewer enemies and more friends today than ever before. The crying need of the measure has been keenly felt within the past few weeks in connection with the sulphured oats proposition. We will deal with this question later.

The Grain Grades Act will be reintroduced without material change, both in the House and Senate, at the earliest possible moment after the new Congress convenes. It is only fair to expect that it will pass and become a law during the next session. It will not do, however, to rest serenely in the quiet belief that the work is all done. We must continue our efforts until this measure becomes a law.

The Pomerene Bill.

The Pomerene Bill, known as the Bill of Lading Bill, stands in about the same condition that it did one year ago.

The first Pomerene Bill, S. 957, passed the Senate unanimously on August 21, 1912 (Second Session, 62nd Congress), was introduced in the House on August 22,



SECRETARY CHARLES QUINN

1912, and referred to the Committee on Interstate and Foreign Commerce. It never emerged from this committee.

The second Pomerene Bill, S. 887, introduced in the Senate (63rd Congress, Second Session) on April 8, 1913, was reported without amendment by the Senate Committee on Interstate Commerce on March 3, 1914. Passed Senate unanimously June 8, 1914. It was read and referred to the House Committee on Interstate and Foreign Commerce where it quietly rested on the dissolution of the 63rd Congress. Practically all of the opposition to this bill comes from the chairman of the Committee on Interstate and Foreign Commerce. The chairman contends that the bill is unnecessary since the Interstate Commerce Commission has power to control the whole matter of bills of lading. He stands practically alone in this contention. Members of the Commission, prominent lawyers and many other well informed men contend that the Commerce Commission can only agree on the form of the bill of lading and that they have no power to make rules or regulations enforcing their rulings, owing to the fact that there is no Federal statute covering the subject of bills of lading as contracts between carriers and shippers. In this unfortunate tangle the Pomerene Bill still remains.

This measure will be introduced in both House and Senate early in the next session. We trust that some way may be found to get it past the chairman of the committee and get it before the House. We believe that the House would pass the measure very quickly if it could be brought up for consideration. In view of the bill having been favorably considered and twice passed unanimously by the Senate it seems strange that one individual, as chairman of the committee in the House, could block its further progress. There certainly should be some way to force bills out of the hands of committees. It is comparatively easy for the chairman of a committee, who happens to be prejudiced against a bill brought before his committee, to simply file the bill away and by totally ignoring it have it soon forgotten by the committee. This has been the

fate of the Pomerene Bill for the past three years. Your committee has had under consideration the advisability of trying to secure a minority report on this measure during the next session.

Future Trading.

In connection with hearings on the Grain Grades Act, future trading received a very thorough airing. None of the measures pertaining to this subject, which were pending before Congress at our last meeting, have received serious consideration. The long campaign of education, instituted by the Chicago Board of Trade and other exchanges aided by the Grain Dealers' National Association, has borne good fruit. I think the possibility of the enactment of a law on this subject is more remote than for several years past but vigilance must not be slackened. New faces will be seen in both House and Senate at the coming session. New members must be educated the same as those retiring have been.

It will be strange indeed if several new measures affecting future trading are not put forth in the near future. We must stand as we always have stood, ready to aid the Government in suppressing gambling operations in grain; such gambling is wholly unnecessary and unwarranted. We must also stand for a policy which will give the widest possible legitimate latitude in grain operations. The marketing of grain must not be hampered by unreasonable petty restraints. Our laws must permit all freedom possible in order to induce investments in grain, to the end that our crops may be carried during the interim from production to final consumption.

Food and Drugs Act As It Pertains to Grain.

At the Omaha convention your committee sounded a note of warning relative to the possible attempt of the Bureau of Chemistry attempting to apply the Food and Drugs Act, known as the Pure Food Law, to grain. Little heed was given to the warning. It was thought then that the proposition was too absurd to warrant serious consideration. Recent experience has shown the warning to have been timely.

The history of the rulings of Dr. Wiley on this subject in 1912, together with the mass convention held in St. Louis; also the hearing before the three secretaries in March of the same year, are all too well known to need review here. The result of the conference with the secretaries was the issuing of Circular No. 145. Under this circular we have been operating since. The trade in general has felt fairly secure under that ruling, which was a partial suspension of the application of the Food and Drugs Act to grain in its raw or natural state.

Watering of Oats Condemned.

During last year, some dealers seem to have become too lax in their observation of all principles of fair dealing and began a systematic practice of injecting water into oats. The Government, after a thorough investigation, seized several shipments on the claim that moisture had been added. To just what extent the agents of the Government were warranted in their action is not for your committee to determine. We will say, however, that we believe this Association should go on record condemning the practice of adding moisture to grain for the sole purpose of increasing its weight. The only object of such practice is obviously to secure an unjust profit by deceiving the uninformed purchaser.

In order to stop this unwarranted practice the Government seized several shipments of oats, which the owners claimed had not been watered beyond the necessary moisture required to sulphur. This opened up the sulphuring proposition anew. A conference of the trade was called in Chicago on August 8. This conference was largely attended by dealers interested in the sulphuring process. The result of the deliberations at this conference was the appointment of the Legislative Committee of the Grain Dealers' National Association, supplemented by Mr. J. C. F. Merrill, Secretary of the Chicago Board of Trade, as a committee, which committee was empowered to handle the whole matter. After thorough deliberation it was determined to ask the Agricultural Department for a hearing on this subject.

The Secretary of Agriculture and his assistant both being absent from Washington, it was determined to go before the Bureau of Chemistry, which bureau has in charge the whole matter of application of the Food and Drugs Act to grain. The chief of this bureau, Dr. Alsberg, also being absent, a hearing was finally arranged with Dr. Emerson, first assistant under Dr. Alsberg.

This hearing was held in Washington before Dr. Emerson and the solicitors for the Agricultural Department on August 25. There were present, besides representatives of your committee, Mr. Merrill, Mr. Metcalf, president of the Association, and representatives from several markets. We received courteous treatment and presented the whole matter to Dr. Emerson and the attorneys of the Department. It was particularly urged that an early ruling be made owing to the 1915 crop of oats being in very bad condition and that the sulphuring process could be used to great advantage in handling the inferior crop, which crop was already moving.

On the return of Dr. Alsberg, shortly after our conference, a ruling was made public, same being given to the Associated Press and forwarded to the chairman of your committee on September 11. In order that no part of this subject may be overlooked, we think best to

give in full the letter of Dr. Alsberg to your chairman, with the ruling of the bureau.

Sept. 11, 1915.

Mr. A. E. Reynolds,
Crawfordsville, Indiana.
Dear Sir:

Referring to the hearing given you and other representatives of the National Grain Dealers' Association, at your request, on August 25, 1915, there is enclosed for your information copy of a statement defining the views of the Department as to the application of the Federal Food and Drugs Act to the transportation in interstate commerce of oats which have been bleached with sulphur dioxide and which contain added water due to the bleaching process.

Copies of this statement have been given to the press in order that all dealers in grain and the public in general may have knowledge of the attitude of the Department upon the question.

Respectfully, C. L. ALSBERG, Chief.

Enclosure: Copy statement re bleached oats.

"The Department of Agriculture has been requested by the National Grain Dealers' Association to define its position with respect to the application of the Federal Food and Drugs Act to the transportation in interstate commerce of oats which have been bleached with sulphur dioxide and contain added water, due to the bleaching process. This request was accompanied by a request for a modification or suspension of Food Inspection Decision 145, issued July 9, 1912, which reads as follows:

The Department of Agriculture has received numerous inquiries relative to the application of the Food and Drugs Act to oats, barley, and other grain bleached with the fumes of sulphur. It appears that by this process grains which are damaged or of inferior quality may be made to resemble those of higher grade or quality, and their weight increased by the addition of water. Such products, therefore, are adulterated within the meaning of the Food and Drugs Act of June 30, 1906, and can not be either manufactured or sold in the District of Columbia, or in the territories, or transported or sold in interstate commerce.

It is represented, however, that grains which are weather-stained, or soil-stained, the quality of which is in no wise injured in other respects, are sometimes bleached with sulphur fumes. Pending the report of the Referee Board of Consulting Scientific Experts as to the effect upon health of sulphur dioxide, and the results of experiments being made by this Department as to the effect of sulphur-bleached grains on animals, no objection will be made to traffic in sound and wholesome grains which have been bleached with sulphur dioxide and from which the excess water has been removed, provided that each and every package is plainly labeled to show that the contents have been treated with sulphur dioxide. Bulk shipments should be properly designated on invoices. The terms "purified," "purified with sulphur," "processed," etc., are misleading and not proper designations for these products.

Attention is also called to the fact that grains bleached with sulphur fumes may have their germinating properties very seriously impaired.

"It was represented that this decision has become of great importance on account of the condition of this season's crop of oats, due to the unusual weather which has prevailed in the sections of the country where oats are grown. It was also stated that the average moisture content of the present season's crop of oats was abnormally high.

"Under the Federal Food and Drugs Act, oats, in common with other articles of food, are adulterated if they are 'mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed.' Investigations of the Department of Agriculture show that the bleaching of oats which are moldy, partly fermented, or otherwise damaged, serves to conceal damage or inferiority. These conclusions of the Department have been confirmed by statements made by representatives of the National Grain Dealers' Association at a recent hearing accorded them by the bureau at their request. Damaged oats and oats of inferior quality which have been bleached or otherwise treated so as to make them resemble those of higher grade or quality, in the opinion of the Department, are adulterated within the meaning of the Federal Food and Drugs Act.

"It is uncontroverted that moisture is added to oats in the process of bleaching with sulphur dioxide. Oats which contain added moisture, in the opinion of the Department, are also adulterated. The shipment in interstate commerce of oats which are adulterated on account either of treatment whereby damage or inferiority is concealed or by the presence of added water is prohibited by the Act.

"Neither the representation that a large proportion of this season's crop of oats is of inferior quality, nor the representation that the average moisture content of the season's crop of oats is unusually high affords any sound basis for relaxing the vigilance of the Department's inspectors. The Department, therefore, gives warning that the transportation and sale in interstate com-

merce of damaged oats and oats of inferior quality which have been bleached or otherwise treated so as to conceal damage or inferiority and oats which have had their weight increased by the addition of water will be regarded as in violation of the Federal Food and Drugs Act, and proceedings under the Act will be instituted in all cases where sufficient evidence is obtained to justify such action."

As will be readily seen this is simply a reaffirmation of Circular No. 145, with possibly stronger warning than before issued.

It does appear, however, that the Department recognizes the inferior quality of the present crop of oats. After careful study of the ruling it seemed to your chairman that unusual stress was laid on the proposition that the sulphuring process served more to conceal defects than to remove them. This prompted him to address the following letter to Dr. Alsberg:

Crawfordsville, Ind., Sept. 13, 1915.

Mr. C. L. Alsberg, Dept of Agriculture,
Washington, D. C.

Dear Sir:

Your favor of September 11 is at hand, and carefully noted. Thank you very much for same.



P. S. GOODMAN AND WM. THAYER

As chairman of the Legislative Committee of the Grain Dealers' National Association, I would like to ask your rulings on the following questions:

1. Does the removal of must and decay from oats, by the sulphuring process, constitute adulteration within the intent of the Food and Drug Act.
2. Does the removal of any inherent disability in grain, by any process not deleterious to the grain, constitute adulteration within the meaning of the Food and Drug Act?

I am particularly anxious to have your ruling on these two questions, for the reason that in your report you speak of the sulphuring process as concealing damage or defect in the grain. In a great many cases I feel sure that it could be shown by chemical analysis that the defect is positively removed instead of being simply concealed.

Yours truly,

A. E. REYNOLDS.

You will note the date of this letter was September 13. I had about despaired of receiving any reply to this communication, when on September 23 I received from Dr. Alsberg the following letter:

September 22, 1915.

Mr. A. E. Reynolds,
Crawfordsville, Indiana.
Dear Sir:

Referring to your letter of September 13, 1915, you are advised that the bleaching of oats with sulphur dioxide, in the opinion of the bureau, does not serve to remove must and decay from the oats. The views of the Department with respect to the bleaching of oats are set forth in the "Bleached Oats Warning," copy of which was mailed you on September 11, 1915.

Upon the question as to whether the removal of any inherent disability in grain, by any process not deleterious to the grain, constitutes adulteration within the

meaning of the Food and Drugs Act, you are advised that it is not the practice of the bureau to give consideration to hypothetical questions. Whether the treatment of grain by any process other than bleaching with sulphur dioxide makes the grain adulterated under the Food and Drugs Act can be determined only with complete knowledge of all the facts regarding such process.

Respectfully, CARL L. ALSBERG, Chief.

Dr. Alsberg's answer to the first question opens up the technical question of whether sulphuring of oats removes disabilities rather than conceals them. This is a broad question and one that can only be settled by technologists in a strictly technical investigation. Owing to the technicalities in the matter the grain trade finds itself at a distinct disadvantage in its contention that at least a large part of must and mold is removed from oats by the sulphuring process. Whether the process actually conceals defects is a question as strictly technical as the question of their removal, and is, therefore, at least debatable.

The answer to my second question, you will note, is somewhat curt. In my own opinion it is distinctly evasive.

As the matter now stands Circular No. 145 is in force. In short it is permissible to sulphur oats, provided no moisture is added, or if any be added it must be again extracted. On the present crop I think we are practically safe to sulphur oats. It will be safer and much better, however, to remove any moisture which may be added in the sulphuring process. It is highly probable that on account of the high moisture contents of the present oats crop, more moisture will be removed by the process of sulphuring than has been added. This is a question that each handler must test for himself.

If the Moss Bill is enacted it will effectually remove grains in their natural state from the operation of the Food and Drugs Act. This is the only avenue of escape from the entanglements which now enmesh the trade. We are helpless as far as defending ourselves against unwarranted action of the Department is concerned. The unwarranted practice of some of the large handlers of oats has brought the trade into its present unenviable position. As a whole the grain business is not to blame. We have been trying to give the Government a square deal and render them all the assistance possible in correcting the evils inherent in the grain business. It is very unfortunate that the Grain Dealers' National Association should be drawn into the controversy in such a humiliating way, but as an Association our skirts are clear. We are now standing, as we always have stood, for the square deal. The Government recognizes this fact and our reputation for upright business methods will not suffer in the end.

The Warehousing Act.

This measure made practically no progress during the past year. I doubt if it has as many friends as it had one year ago. There is absolutely no demand for the measure. It would add a new and very dangerous incentive to unwarranted speculation in grain.

The Mixed Flour Law.

For several years past there has been in force a statute levying a tax of 4 cents per barrel on wheat flour with corn or other grain flour mixed. This tax has become quite a burden to the manufacturers of mixed flour and has to a large extent driven this product out of the markets. When it is generally understood that about 6 cents per barrel is the net milling profit on flour to the mills in the Northwest it can be readily seen that a tax of 4 cents per barrel becomes a very serious handicap to the manufacturers of mixed flours.

The manufacturers of products from corn, who have been chiefly affected by the above tax, have been working for some time to have the statute controlling this tax repealed. The Rainey Bill, H. R. 21540, failed a passage in the House last year for lack of time for consideration. A similar bill in the Senate was passed.

Your committee has been asked by the American Manufacturers' Association of Products from Corn to have the Grain Dealers' National Association endorse their movement to have the statute levying this tax repealed. The bill providing for this repeal carries with it provisions for properly labeling mixed flours. Your committee has not seen proper to define a policy for the Grain Dealers' National Association on this subject. They deem, however, that it is a matter of sufficient importance to the grain trade to warrant this Association in defining its position. I trust that the matter may be thoroughly canvassed and a policy defined for the guidance of the Association and your Legislative Committee.

Recommendations.

I have nothing new to suggest in the way of recommendations. A great deal of work is before the committee during the next session. If the Moss Bill becomes a law we must be ready to assist the Secretary of Agriculture as much as possible and permissible in framing fair and practical rules for enforcing the new law without demoralizing the business.

In conclusion, I wish to thank the Legislative Committee, the trade papers and the members of the Association in general, for the hearty assistance and support they have given in the past year. In particular do I recommend a vote of thanks to Secretary Quinn

and to Hon. Ralph W. Moss; their services have been absolutely invaluable. There is plenty of work for the future. We can only accomplish the greatest good by the united efforts of all concerned.

E. C. Elkenberry: I move that the report of this committee be received, adopted, and filed, and that we extend an expression of sincere gratitude to the committee for its work during the year. (Seconded by Mr. Cofer, and carried.)

J. W. Sale: I want to call attention to one particular recommendation here on the mixed flour law; that, it seems to me, should have attention either from the Board of Directors or from a special committee at this time.

The President: Mr. R. G. Gould is here, representing the American Manufacturers' Association of Products from Corn, and I believe it would be well to hear from him on this matter.

Mr. Gould: This is a matter, Mr. President and gentlemen, that concerns us all. Our association is one composed of those who take the cereal corn, and turn it into the finished product, such as starch and corn starch, etc. This Rainey Bill, as it is known, is an attempt to repeal special legislation against corn and in favor of wheat. It dates back to a time when there was some demand for it, but now we maintain there is no need for it. The first section of the Rainey Bill simply repeals this old internal revenue clause. The second section provides fully for labeling, telling how much wheat is in this mixture of wheat and corn; the third section takes care of the export business, and then the other sections have to do with variations due to atmospheric conditions, and penalty for violations of

the purity of wheat flour. I thank you for the opportunity of making this statement.

Mr. Sale: The committee inserted this reference to the mixed flour simply to put the matter before the convention, not feeling they had any authority to take action on the matter at all, but that the body itself might consider the matter and instruct the next Legislative Committee. I will move that the question of legislation on this subject be referred to the Board of Directors. (Seconded by Mr. Dorsey, and carried.)

The President: We have with us Mr. Howard S. Gross, of the Tariff Commission League of Chicago, and I think that is so important a question and so vitally affects the grain industry in this country that we should grant him the privilege of discussing this matter with us.

TARIFF REFORM DISCUSSION

Mr. Gross spoke as follows:

I am very glad to look into the faces of men who do things. You may remember in your Omaha meeting I spoke on the need of scientific methods in agriculture, and, as president of the National Soil Fertility League we helped to put through the Agriculture Extension Act, which I think is one of the best pieces of legislation ever enacted.

Starting the Movement.

At the conclusion of that work one of our directors who was in the grain business, Frank Logan, said, "Gross, there is one great big question. Do you suppose there is any way by which politics can be taken out of the tariff, and tariff making be put on a scientific business basis?" I said, "I don't know." He said, "I wish you would see what can be done toward working out a plan, because heretofore you have worked out your plans." I began to study the question, and, as in the other great proposition, I started with this viewpoint, that public sentiment is the greatest thing in the world, and whenever the people want a thing, they get it. If it is necessary to warp the constitution or sweep statutes off the book, the people get what they want.

Some of us old fellows can remember when the concept was, politically, "To the victors belong the spoils. We will turn the rascals out," and every mail carrier and everybody else had to go when we elected a new president. Now that demoralized the service, and the people got sick of it, and they began to call for a civil list, and that these men should not be disturbed, and public sentiment was so strong that that was brought about. We got the Australian ballot, the direct vote for senators, and whenever the people get tired of having the tariff made for political expediency by cajoling, log-rolling and indirection, and for the interest of some at the expense of all, we will have a new deal, and I trust a square one.

Unsatisfactory Revision.

It is unnecessary to say to you, for you all know as well as I do, that in the last thirty years, with five complete tariff revisions and two attempted revisions, no tariff act has lasted for any length of time. The people have not been satisfied with it. Neither party has handled it successfully. The members of each party will contend their party handled it better than the other fellow, but the people were not satisfied and why? Because no tariff act has fairly distributed the burden. Usually the manufacturers have dominated the situation. It is natural that they would do so under the conditions that have obtained, because any change in the tariff, that is, materially affecting a given product, might mean their ruin, and they were compelled to be on the job, with a paid lobby, all the time, to see they weren't put out of business, and of course when they went there they attempted to get the best deal possible for themselves.

How it is Done.

A man who deals in a kind of trimming used in millinery—we men don't know anything about it (laughter)—told me day before yesterday on the train that the tariff on that product was 30 per cent, and they feared the German business. They said, "We cannot compete," and so they went to Washington in the hope that they would get that put up by the Committee from 30 to perhaps 45 per cent, and when they were discussing it, without naming the amount they wanted, the chairman of the committee said, "How much does it amount to, how much is imported?" They said, "Between \$6,000,000 and \$7,000,000 worth a year." He said, "That is a bagatelle. It is a luxury. Suppose we give you 60 per cent, is that satisfactory?" They said it was, and they got 60 per cent, twice as much as they expected to get. That isn't the way to make the tariff, not the way to distribute the burden, and the manufacturer has no superior right to the farmer and the consumer; the latter have rights as have every one else, and the only way to have tranquility and settled conditions in business is to have the tariff schedules carefully looked after, investigated and treated from a scientific economic standpoint, instead of the standpoints of party expediency.

The German System.

The tariff should be for everybody instead of the few, and for the general good of all the country instead of the benefit of the few individual industries by pushing the tariff to an unusual height here and there. Thirty years ago Germany appointed a tariff commission. They

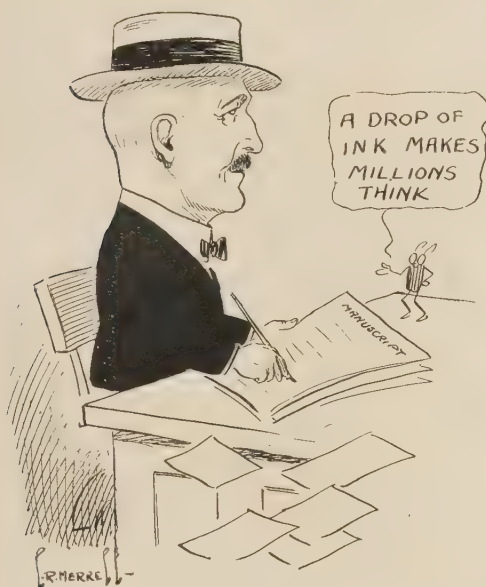
had the trade schools, and those instrumentalities with others began to work out a plan to unify and develop the industries of Germany, not for any individual class but for the general benefit of the Fatherland, to strengthen Germany. They have worked since that time, and one of the results has been that they stopped emigration. The Germans in this country came many years ago, there have been few coming here in the last ten or fifteen years. They brought back to the Fatherland thousands of men, and gave them profitable employment, and they developed goods that you could, before this war, find in every market of the world.

Will Confront New Conditions After War.

The scientific treatment of the tariff and other matters in Germany, tending toward the strengthening of all the empire instead of individual advantage, has woven the most remarkable industrial fabric the world has ever known, and, let me say to you, it is that great industrial fabric, not only in agriculture, but along all lines, industrially and otherwise, that is the strength of Germany today, and which enables her to stand the terrific military burden she is under. And when this war is over and fifteen million people lay down their arms and take up the tools of production, the world will face a condition she hasn't faced in all history. Shall we wait until then and find ourselves without anything that is satisfactory with which to meet this question? When the time comes for us to make tariff arrangements, shall we be without a card in our hands? That would be absurd and criminally negligent.

How It Should Be Done.

The need of the hour seems to be to have a body of men, non-political, to take up the question of our industries, of our tariff. If it is to be a revenue tariff,



SECRETARY J. C. F. MERRILL OF CHICAGO

provisions of the Act, etc. This bill throws the mixing of corn or corn starch with wheat into the hands of the Food and Drugs Department rather than leaving it in the hands of the Internal Revenue Department. All we want from you is your expression of opinion or moral support.

The President: Mr. A. P. Husband, secretary of the Millers' National Federation, is here, and would like to be heard on this question. This is of course purely an informal discussion, and I think we might hear from him.

Mr. Husband: I did not know this question was to be discussed by your convention. I came here merely to pay my respects to your secretary. Speaking from the standpoint of a man who was in the flour business previous to 1898, I feel I reflect the views of every man in the business when I say that the millers and the flour men, meaning the wheat flour trade, would very much deplore the repeal of what is now called the mixed flour law. I remember distinctly, because I was a flour salesman at that time, that it got to be, not a question of how much corn flour was in the product, but a question of how much wheat flour there was in it. While it might be true that under the proposed new legislation, the supervision of that business would be brought under the Department of Agriculture under the Food and Drugs Act, nevertheless it is true that since 1898 the fact that that trade has been under the supervision of the Internal Revenue Department, with the books of the concerns manufacturing that product open to inspection at all times, has absolutely driven from the market in America that product. That also obtains as to the export trade as to adulterated flours, so that wheat flour today is pure, and I do not think it is suspected. Its integrity has never been questioned in the last fourteen or fifteen years, and I think that your Association, with ours, stands for any legislation that will help keep pure the product. We do not object to anybody mixing it; let the baker mix it, or the housewife, but please do not tempt the miller by passing or endorsing any legislation that would threaten



T. A. GRIER WAS ON THE JOB CONSTANTLY

it should produce the revenue; if a protective tariff, it should furnish such protection as is needed and no more, and give that protection fairly to all the industries, instead of giving to some the plums and to the other fellows the lemons. (Laughter.) There never has been and never will be a fair, equitable and satisfactory tariff enactment in the United States of America so long as it is dominated politically, so long as selfish interests and local interests and log-rolling is the method and political advantage the end.

The Tariff Commission League.

We must have our tariffs built for the symmetrical development of all the country and for fairly distributing the burden over all the people. To that end a few months ago we organized the Tariff Commission League, with headquarters in Chicago, of which I am the president. This movement means the substitution of facts for fancies, of business methods for political methods, taking Mr. Guess-so off the job and putting Mr. Know-so in his place, and to build our tariffs scientifically in the interests of all the people.

The bill which we propose provides that this commission shall be non-partisan, non-political, for it provides that no one party shall have a majority control of that commission. Then, as this commission is created for the purpose of making a scientific investigation, they will naturally drift away from political methods and get into scientific and economic methods, and the hope, expectation and belief is that if you can get seven high class men who will devote themselves continuously, day in and day out, year in and year out, to the study of this subject, they will arrive at a saner and a better conclusion and a safer conclusion than 500 members of Congress, with little or no information to go on, and in a hurly-burly when they have four times more work than they can do, sometimes one man a member of four or five committees, meeting and cross-meeting. They lack the facts, and they are pulled and hauled by their different constituents.

Let us have a fair commission, with the dignity of a court, permanent, able to make reports and recom-

mendations to Congress, and with an appropriation carried by the act itself, so that the commission cannot be put out of existence, as was Taft's Tariff Board. In other words, as the tariff is saturated with politics, some time or other the commission may be at variance with the dominant party in Congress, and it is important that the commission should be in position to stand on its feet, look Congress in the face, and say, "These are the facts, and this is the logic drawn from the facts," and not be afraid their heads will come off simply because the committee in charge in Congress might not agree with them.

This movement is spreading over the country like wildfire. The people are sick of politically made tariffs. They have been at it for seventy-five years; we have been like a squirrel, chasing ourselves and getting nowhere, and it is time science should take the place of guesswork, and that we should know what to do and do it for a definite purpose, and that should be for the good of all the people of the country, as broad as the map, for all humanity. This commission league is composed of the best men and women of the United States, and in the membership are Democrats and Republicans and Bull Moosers, all tired and sick of the politics of the tariff, and who want tranquility instead of turmoil.

A Significant Meeting.

Last Thursday night the most significant meeting, probably, held in New York for years was held at the Lotus Club, where the publishers of the magazines and some of the best people in New York gave me a dinner; nearly every big publication in the United States, so far as the magazines were concerned, were represented by the owner and leading editorial writer. Forty of these men were there and about twenty of the biggest business men in New York, and they listened for an hour while I told them this story. It went like electricity. They said, "That is just what the country needs. There is no country in the world that would tolerate the methods we employ. We have run too long with sand in the gear-box, and it is time we dropped this hit-and-miss method and go down to doing business in the proper way."

Grain Trade Should Endorse Plan.

This organization should join other organizations in putting through a resolution to the effect that you are tired of political methods, that you want a first class non-political tariff commission, given the broadest powers possible under the constitution, and see if we cannot remedy this bad situation which has cost us millions of dollars and thrown millions of men out of employment at every revision of the tariff each four years. There does not seem to be two sides to the question.

We sent out postcards to all the newspapers, with our circulars, and asked those who favored the movement to say so, and those opposed to it to state their objections. Hundreds of those cards came back, and 92 per cent were in favor of that proposition and they came from all the states of the Union and from men of all political parties. We sent them to the business organizations of the country, and 96 out of every hundred were favorable to the proposition. The people are sick of the matter. When we have a tariff commission, we do not want it so that one part will have a few facts, and another part a few facts, but we want a dignified continuous organization, that stands for the best in our public life, to deal scientifically and continuously with this situation. When you have five or six thousand items in a schedule, to find out what they mean and what protection, if any, should be had, and if a tariff enactment, how much it should be, is a big task I have yet to find an audience where there is a disagreement on the broad proposition that it is time to drop politics and take up good business methods. You who are in favor of this proposition please put up your hands. (Nearly every hand went up.)

I thank you very much for the time you have given me, and I would like your Resolutions Committee to draft a resolution in your own way, and, if you are willing, I would like you to say you will go on record for a permanent non-partisan tariff commission, and instruct your officers to help us or any other organization working to that end. I do not bring you any cut-and-dried stereotyped resolution, but do whatever you want to do, and do it immediately, and let the public know it has been done, and I would like a copy of that resolution sent to me, and when the time comes I would like to have the president of your organization meet the committee in Washington and say, "The grain men think it is time for a square deal; they want a tariff commission to represent the best thought of the age and a scientific method to take care of all the conditions of the country for all the people." (Applause.)

H. B. Dorsey: I live in a state that pays the tariff. We have fewer manufacturers than any other state, for the size of the state and the number of people living there. I am one of the original tariff commission men. I got my inspiration from a friend of mine a few years ago. He said they didn't raise any potatoes in France. They had a tariff commission in Republican France, and the tariff there failed to protect the potato raisers, but left a burden on them. The attention of the tariff commission was called to that, and they got together, and he said it took them about an hour—he attended their meeting—to cancel the tariff I am in favor of going farther than Mr. Gross: I am in favor of the tariff commission making the tariff in-

stead of recommending to Congress, and I move that it is the sense of this convention that we favor the non-political tariff commission as suggested by Mr. Gross, and that a special committee of three be appointed to draft a resolution expressing the sense of this meeting.

H. L. Goemann: I believe Mr. Dorsey was absent when the personnel of the various committees was announced, and perhaps he does not know that he is a member of the Resolutions Committee. I believe that committee can very well take care of this.

Mr. Dorsey: I realize that, but that is the reason I made this motion. They have a great many other things, and this should be given full consideration.

Mr. Gross: I would like to go as far as Mr. Dorsey, but his suggestion involves a grave constitutional question. Some of the best lawyers say that Congress is the only power that can levy a tax under the constitution, and therefore the commission could do no more than recommend, but their recommendation, backed up by public sentiment, will compel Congress to act in accordance with it. If there were any way of doing what Mr. Dorsey suggests, I would be in favor of that.

The President: Mr. Dorsey, will you prepare a resolution covering this for your committee?



JOHN J. STREAM OF CHICAGO

Mr. Dorsey: I believe it would be better to have a special committee to do this.

The President: You have a strong committee there, and I believe we will refer this, if there are no objections, to the Committee on Resolutions. This has been an informal discussion, and has broken somewhat into our program, but I believe we have secured much help from this presentation of the facts by Mr. Gross. Mr. Gross, we thank you for coming here and giving us this talk.

Proceeding with the regular program, the next will be an address on "The Government Grades for Wheat and Oats," by Dr. J. W. T. Duvel, in charge of Grain Standardization, United States Department of Agriculture, Washington, D. C. Dr. Duvel is too well known to us to need any formal introduction. He has been before this Association time after time. After the Doctor has discussed this we will have an informal discussion, where we may ask whatever questions we desire. I am sure Dr. Duvel will be glad to answer any question you may put to him. The Doctor will discuss the progress his Department has made in the standardization of wheat and oats, especially at this time when there is so much discussion as to oats. It is a pleasure to again introduce to you Dr. Duvel. (Applause.)

STANDARDIZATION OF GRADES FOR WHEAT AND OATS

Dr. Duvel spoke as follows:

I need not say it is a pleasure for me to be here this afternoon, because the president has already expressed that for me. It is always a pleasure for me to meet with the Grain Dealers' National Association. I have had that pleasure so many times that it is almost a home-coming to me. This afternoon I am not going into details to present any long series of what we think should be in the grades for wheat and oats, but merely to call your attention to some of the important factors and to give you a little idea of our views on some of these points for the sake of bringing out discussion. In order to facilitate the discussion this afternoon, I think I will read, or, rather, follow closely what I have written.

Since I had the pleasure of meeting with you at your last convention in Kansas City we have pushed our investigations on the handling, grading, and transporta-

tion of grain, to the fullest extent possible under the appropriation available for this work. At this time you are especially interested in the standardization of grades for wheat and oats, to which we have given special consideration during the past year. While we are not in a position to submit even tentative standards at this time, I feel highly honored for the opportunity to meet with you once more for the purpose of discussing some of the factors that should become a part of whatever standards may finally be fixed.

That you may have a clearer idea of the present situation with reference to these standards, permit me to state at the outset, that up to this time nothing has come up in our investigations to indicate the necessity of burdening the grain interests of the country with any revolutionary ideas in grade requirements. On the other hand, we are working along the line of the grades now in use with the view of making such modifications as the results of observations and experiments prove to be for the good of the greatest number.

By this, I do not wish you to understand me to mean only our own observations and experiments, but suggestions from every possible source will be most highly appreciated. Present your views in this convention, or submit them through communications addressed to our Office of Grain Standardization or to some of the trade journals for publication and they will be given careful consideration. It matters not whether you are a farmer, shipper, receiver, or consumer; whether you are an independent operator, or whether your interests lie with line houses or co-operative companies, our motto shall continue to be co-operation in the broadest sense.

Moisture Content as a Factor in Grading.

With the most discouraging experiences that you are now having in the handling of the new crop of oats and winter wheat, I believe you will agree that standard grades should provide some definite statements as to moisture content. The use of the terms "dry," "reasonably dry," "damp," etc., may serve the purpose of an individual or firm, but uniformity in the application of grades requires something more definite. Just what percentage of moisture should be permitted in the various grades is one of the questions to be determined.

During the past few weeks we have secured a considerable number of samples of wheat carrying a grade of No. 2 with a moisture content in excess of 15 per cent. It seems almost needless to say that this percentage is entirely too high. Under no circumstances is such wheat entitled to a grade of No. 2. While we have not correlated all of our data I believe a limit in moisture content of 13 per cent will prove to be not far from correct for the grade of No. 2 winter wheat, though further investigations may show otherwise.

Oats should contain even a lower percentage of moisture than wheat. To give you some idea of this moisture content of the various grades of oats under normal conditions we have compiled the results of our tests on samples representing receipts at Chicago covering the period from July, 1911, to February, 1915, resulting:

Average moisture content No. 2 oats.....	11.1 per cent
Average moisture content Standard oats.....	11.4 per cent
Average moisture content No. 3 oats.....	12.2 per cent
Average moisture content No. 4 oats.....	12.9 per cent
Average moisture content Sample oats.....	13.1 per cent

The 1915 crop, with which you are now laboring, presents a very different story. Instead of average percentage such as the foregoing these figures will probably better represent minimums except in cases where the oats have been artificially dried. I also wish to call your attention to the relatively small differences between the averages for the various grades. The entire range from No. 2 to "sample" being only 2 per cent. While these averages represent receipts at only a single market they are believed to be representative of the oats from the Central United States. These figures are presented mainly to emphasize the fact that while moisture content is an important factor in the grading of oats, the limits to be fixed in any standard grade for oats must be much more restricted than in the corn grades.

A Basis for Discussion on Oats.

Reserving the right to modify my views as additional information becomes available, I wish to suggest as a basis for discussion that only natural oats showing a moisture content in excess of 12 per cent or at most 12.5 per cent, should not be permitted in a grade better than No. 3 on the basis of the present classification. Likewise that oats with a moisture content in excess of 14 per cent should not be classed better than sample grade for such oats are almost certain to become musty before the advent of cold weather.

I also wish to present for your consideration the advisability of fixing grades essentially on the basis of quality and having each certificate show the limit of moisture for the given lot of grain in question. I predict that the time is not far distant when the large consumers will buy on this basis, in fact this is not an uncommon practice today especially in corn. Has the time come to make it a universal practice by embodying such a rule in the grade requirements or would such a rule work an undue hardship? My own judgment is that some such a flexible system would eventually prove of universal advantage. The time, however, may not be ripe for such a step.

In the spring wheat area we have excellent systems

for the grading of wheat on a "dockage" basis. In contrast with this system many grade rules provide that the wheat shall be clean or reasonably clean or that the foreign material shall not exceed a specified per cent. While the "dockage" system is more readily applicable to hard spring wheat than to the winter wheats of the central and eastern United States, in that the hard spring wheats contain much higher percentage of dirt and weed seeds, is it not desirable to apply the "dockage" system to all grain? I am free to confess that the more I study the system the better I like it. It shows the producer and country shipper the quantity of such material in his grain. He can determine it for himself if he so desires and even remove it before selling or shipping his grain, if he considers it profitable.

The Dockage System and Screenings.

A dockage system will also do away with the entirely too common practice of adulterating grain by the addition of weed seeds and screenings. Screenings are valuable as feed for animals but they should be sold under an honest label and not as grain. Under a system of discounts for dirty grain the buyer is at liberty to take the discount whatever he thinks you will stand. However such impurities as corn cockle, kinghead, etc., that cannot be removed readily by means of the cleaning machinery in common use, must under any system be given special consideration in grading wheat in that they affect its milling value even when present to the extent of one or two per cent. A lowering of the grade or a discount in price which is essentially the same is apparently the only way of handling wheat containing such impurities.

Grade requirements insofar as they relate to mixtures of other grains offer, for the most part, no serious difficulty. It is true that rye frequently grows with wheat, barley with oats, and wheat with both oats and barley, etc. But the mere fact that they grow together whether accidental or intentional need not alter the situation with reference to standard grades. An allowance of small percentages of other grains in standard grades, to cover such mixtures as might occur under good farm practice or under good methods of handling through elevators can surely do no harm, especially in the lower grades. Just what such allowances should be has not been fully determined. Our investigations have shown that unless the difference in price is such as to make mixing profitable the quantity of other grains is exceedingly small except in rare instances. In my opinion any allowances should therefore be such as to discourage intentional mixing.

Mixing Different Classes of Wheat.

Closely allied with the admixtures of other grains is the question of mixtures of different classes of wheat. Our observations lead us to believe that standard grades should be fairly well defined along these lines: That on a purchase of hard spring wheat a buyer is entitled to receive wheat of that class and that this same principle should apply to all classes.

In this connection I wish to emphasize one of the perplexing problems which must be met in the near future both in the growing and in the grading of Durum wheat. The grade rule for No. 1 Durum wheat requires that it "shall be bright, sound, dry, well cleaned, and be composed of Durum, commonly known as macaroni wheat, and weigh not less than 60 pounds to the measured bushel." Let me repeat "shall be composed of Durum wheat." While in the strict sense this rule requires 100 per cent Durum, commercial usage would allow an occasional kernel of wheat of other classes, and I believe no hardship would result if No. 1 Durum were permitted to carry one or two per cent of other wheat. But should this limit not be fixed? Not that the actual percentage would have to be determined on every sample, but to afford some definite means as a basis of settlement in case of dispute as to grade.

Much of our Durum wheat under a grade of No. 1 is today, and has been for some time, carrying as much as 10 and 15 per cent of spring wheat. Whether it is just under the rule is a question that needs no answer. It is, however, a question that does need further explanation, for I do not want to leave the impression that all of the Durum wheat is adulterated by the addition of spring. Much of the Durum wheat, in fact a considerable percentage of it, is mixed with spring wheat as it comes from the farm. Of 110 fields examined during the past few weeks in the Durum wheat section of North Dakota and Minnesota, the average number of heads of Durum was only 86.8 per cent. Of the 110 fields only eight showed pure Durum and only 27 fields showed 95 per cent or better of Durum heads. This, however, should not alter the question of grading. Mixed wheats should be so classed and graded whether they represent natural field mixtures or mixtures that have been made by handling through elevators.

Securing Pure Durum Wheat Seed.

One point I wish to emphasize in this connection is the necessity of some combined effort for pure Durum wheat for seed. These mixtures occur chiefly because the Durum wheat usually grows taller than the other spring wheats so that they pass unnoticed in the field. If this consideration is not remedied our export trade in wheat will be seriously crippled if not completely paralyzed.

No discussion of wheat grades would be complete without some reference to stinking smut. In the early

history of the Department recommendations were made for the treatment of seed wheat for the prevention of smut. Similar recommendations have been made by practically every state agricultural experiment station in the wheat belt. Despite the effort of workers along these lines I believe you, as experienced grain dealers and inspectors, will agree that smutty wheat is as much of a problem today as ever. I call your attention to this matter because our investigations have shown this to be one of the important factors in grading wheat, and a factor which should be more vigorously applied in grading than is frequently the case. In my opinion smutty wheat is entitled to nothing better than "sample" grade.

The Cost of Smut.

In the great wheat fields of the Pacific Northwest stinking smut is far more prevalent than in the area east of the Rockies. Of more than 1,000 representative samples secured of the crop of 1914 during the course of our investigations last year, 42.8 per cent were smutty to an average of slightly more than one degree and subject to an average discount of slightly more than 2 per cent. This discount on 42.8 per cent of the crop of the Pacific Northwest represents a loss of at least \$500,000. This, however, does not include the even greater loss resulting from the displacement of a good kernel of wheat by a smut ball, which loss is practically impossible to determine. I daresay that the combined losses in the total wheat area east of

Tomorrow morning you are to have the pleasure of hearing Hon. Ralph W. Moss discuss the grain grades bill which has made phenomenal progress under his most able leadership. Should such legislation be enacted at the coming session of Congress I can see no reason why the Department and the grain interests cannot get together on some standards at an early date. Such standards might not be complete in every detail, but the handling, storage, and transportation investigation on which grades must be based, should be continued with the view of making modifications in the standards from time to time as additional data might prove necessary.

Concerning the entire situation relating to the handling, storing, transporting and grading of grain, permit me to say in conclusion, that so long as it is my pleasure to have the honor of leadership in this work, both in the fixing of standards and in their application under whatever authority Congress may provide, it shall be my aim to make the work one of co-operation in its broadest sense, and to keep in mind that the grain business is a big business that must be dealt with on broad principles. (Applause.)

Discussion of Dr. Duvel's Address.

L. G. Graff: Will the standards you refer to, when they are fixed, be fixed for a given time, or will they be changed from year to year to meet the crops?

Dr. Duvel: My views on that matter are that standards, when once fixed, should remain. If they are to



AN IMPORTANT OUT-DOOR CONFERENCE
W. M. Hirschey, T. C. Crabbs, J. W. Radford, J. A. Waring, Gordon Hannah.

the Rockies are fully as great or even greater than on the Pacific Coast, even though in many sections wheat is practically free from smut. I emphasize this as one of the important factors in grading in that many of you as country shippers are in a position to be of assistance to farmers in the question of treatment of seed wheat for the prevention of smut.

Treatment of Smut.

There are several well known methods of treatment, those most generally used being the copper sulphate or formaldehyde treatment. These with other methods are fully described in Farmers' Bulletin 507 of the U. S. Department of Agriculture on "The Smuts of Wheat, Oats, Barley and Corn," copies of which bulletin can be secured without charge by making request of the Division of Publications, U. S. Department of Agriculture, Washington, D. C. While I shall not attempt to go into the details of any of these methods I want to emphasize the importance of thoroughly cleaning the wheat before treatment and then to make the treatment in such a way as to float off the smut balls. The immersion of seed wheat in sacks in solutions for the prevention of smut is a waste of time if the wheat contains whole smut balls.

A bushel of seed wheat will average from 800,000 to 900,000 kernels, while a single smut ball is estimated to contain as many as 3,000,000 spores, so that a single smut ball which escapes in the treatment of a bushel of wheat is sufficient when broken up to provide three spores for every kernel.

When Will Standards Be Fixed for Wheat and Oats?

You undoubtedly would like to have some expression of opinion as to the time you might expect such standards to be fixed. To this question it is impossible for me to give you any definite answer. However, in fairness to you, I wish to state my own personal views as not being in favor of fixing standards for either wheat or oats until after the enactment of suitable legislation providing authority to effectively supervise the application of such standards.

The mere fixing of grades and their adoption accomplishes but little in the absence of the necessary authority to insure uniformity of application.

fluctuate from year to year as they have in the past, we are no better off than at the present time. (Applause.)

J. L. King: What do you consider the proper moisture content for sulphured oats that have been properly dried?

Dr. Duvel: The sulphured oats proposition is one I am not in position to discuss, because it does not come under our Bureau, being under the Bureau of Chemistry, which has charge of the enforcement of the Food and Drugs Act. We all know that in the process of sulphuring, additional water is necessary. Just how much water is necessary is a question on which there is a wide variation of opinion. If the moisture content is to be dried out, I think the regulations now require that it should be dried to practically the same moisture content as before bleaching, to comply with the law.

Mr. King: That is about 13 per cent?

Dr. Duvel: I gave in natural oats about 12 to 12½ per cent for No. 2 merely as a basis of discussion. It would be well if you as well as the Department would make some experiments along that line, and see what the results would be.

Mr. King: No. 3 would be about 13 per cent?

Dr. Duvel: From 12 to 12½ per cent for anything up to No. 3.

Mr. Zorn: What would you consider an unsound or damaged grade of oats?

Dr. Duvel: Under the present situation I do not know that I could answer that and give you an answer that would be of value. I have my own ideas on it. I could show you if I had a sample. We have a sample around here some place on exhibition, graded No. 2 white clipped, which I do not think is in any sense No. 2 white clipped, because I consider it damaged oats.

Mr. Zorn: Are those oats damaged on the outside, where it could be washed off with sulphur, or is it on the inside?

Dr. Duvel: With those oats I think many of the kernels are damaged inside.

Mr. Zorn: How is a grain man, in accordance with the rulings of Dr. Alsberg's Department, to ascertain what oats are weather-stained and what oats are abso-

lutely damaged, unless he becomes an expert analytical chemist?

Dr. Duvel: I am afraid Dr. Alsberg will have to answer that question. (Laughter.)

Victor Deweln: There are at this time thousands of bushels of bin-burned oats. What investigations have you made as to whether those would be a sample grade, or whether we would have to make an individual grade to cover those oats?

Dr. Duvel: I do not see under the present rules how they can be anything else but sample grade.

Mr. Deweln: But there are other oats also of sample grade, that are not bin-burned. If you attach to them the statement they are bin-burned, the grain dealers realize there should be a 6 or 7 cent discount from sample grade.

Dr. Duvel: I think if it is graded sample on account of its being bin-burned, that it should show that on the inspection.

Mr. Deweln: There are lots of sample grades taken on a small discount, while on bin-burned oats they want a much greater discount.

Dr. Duvel: I believe that is really a question that the buyer must determine for himself, what he is willing to pay for it.

Mr. Zorn: Any oats that are bin-burned would be classed as damaged oats, would they not?

Dr. Duvel: I can give my own views on that. We can have what I would call bin-burned oats that were only damaged on the outside.

Mr. Zorn: That is where they are slightly heat damaged?

Dr. Duvel: Where they are slightly discolored.

Mr. Brandels: What the trade calls skin-burned.

Dr. Duvel: Yes.

Mr. Brandels: In framing the new proposed grades on wheat and oats, wouldn't it be better to eliminate entirely from the nomenclature the word "Sample" and follow it up, as they are starting to do, with a scientific method of further numbers? We now have a No. 4 oats, and go from that to sample. The range of No. 2, 3 and 4 oats is comparatively narrow on a circle, whereas the term "Sample" in wheat, corn and oats occupies a very large portion, so that we cannot say that the matter is being divided off into the degrees of a circle. I think it is worthy of consideration, if we want to get an exact inspection on grain hereafter, to follow it down after the No. 4 in wheat and oats, and after the No. 6 as it now stands in corn, with further numerical grades. The present grade of "sample" is subject to a number of divisions or sub-divisions, and I should like very much to hear from the Doctor and from the inspectors present and members of the grain trade with reference to it. I am not prepared to make a statement on the subject, but it occurred to me since I came here that if we are going to scientific grading, that perhaps should be included in it.

Dr. Duvel: That is a question. I do not think further sub-division of "sample" is an impossibility, but it is a question whether it is practicable, and I think the grain trade is in better position to answer it than I am. I can see how they could be sub-divided and how grain could be bought and sold on those sub-divisions. We have a sample grade on account of heat damage, or on account of other kinds of damage, where oats have been cut green, or with wheat on account of frost, and a number of causes of that kind, and there could be separate classifications made of them if it seemed desirable. This proposition is a new one to me, because we have been trying to follow as nearly as possible the present system of grades now in use. Strictly speaking, sample grade means nothing except a low quality of grain that no man would care to buy unless he could see a sample. It really isn't a grade at all.

E. C. Eikenberry: As a result of your investigations, Doctor, do you deem it desirable that we have more exact grading above the grade of sample, with the consequent increase in number of grades, on wheat especially, and if so, what factor should be made the prime factor in the grading of wheat, weight or moisture content?

Dr. Duvel: Ordinarily, I think weight and soundness are more important than moisture content, because as a rule, with an average season, moisture content is not so important a factor except in a few cases, in wheat, because the wheat is usually dry enough to carry, and that is an important factor, especially in the higher grades, to have wheat that will carry in transit, or go into storage without getting musty or poor. Weight per bushel is undoubtedly an important factor in grading wheat, because weight per bushel is a close measure of the flour we can get out of it, and we handle wheat for flour and milling purposes. We may have a wheat showing a light weight per bushel, and from the standpoint of strength of flour it is a better quality than something of heavier weight, but what it gains in strength it loses in yield. Those factors are hard to correlate. We made milling tests on 3,500 samples of wheat, representing different qualities. We made them on small test mills, and we do not get a very good measure of yield.

Mr. Eikenberry: Do you consider it desirable now to increase the number of grades of wheat above sample, making the inspection more definite?

Dr. Duvel: We have four grades now. I do not know that we need to increase them very materially. I believe five grades would be sufficient. We might not

need that many, but I do not believe we should need above sample on the present basis more than five, but just the number is a question we haven't threshed out in our own minds very thoroughly.

Mr. Dorsey: From the view the south half of the United States take of these corn grades—that is, I mean Texas (laughter)—if the Doctor and his Department would follow the system adopted in grading corn, it would be all right. I am not a corn handler.

Mr. Zorn: You don't pay much attention to that down there anyway, do you? (Laughter.)

Mr. Dorsey: I don't have to, thank God. From the view the south half of the United States takes of the corn grades, I believe it would allay confusion and be more practical, since we have it on corn, to just follow the grading of the corn with wheat and oats and other grains, have your six grades, and the description of the sixth or last grade, and then have your sample grades under that. That would indicate to the trade that the sample grade wasn't worth much, and they could bid it in as low as they wanted to. I believe it would be better to not have five grades, as the Doctor has suggested. I agreed with the Doctor on the corn grading proposition, but it might be confusing to have five grades of wheat and oats and six of corn. Let us have them all alike, and then establish the no-grade or sample grade.

Mr. Powell: The six corn grades did not cause much



F. S. COWGILL HEADED THE OMAHA DELEGATION

confusion, but the spread, such as it is, between the grades, looks to me mighty small. I think wheat and oats can be designated the same as they are now, in four grades and a sample grade. As to heat-burned or bin-burned oats, do you consider those, Doctor, in the same line as they did the mahogany corn, that is, so badly damaged, you could allow only one-half of one per cent to start with in oats?

Dr. Duvel: As to the amount of bin-burned grain you allow in any grade, if you have a bin of grain that gets out of condition and gets hot, you have bin-burned oats or corn, if you allow 5 per cent in any of the grades, it will be there; some one will put it in; I would if I were in the business. If you allow 10 per cent, it will be there. If you allow 1 per cent, I think they will keep it down to that. Those small percentages of bin-burned corn allowed in the corn grades were merely to take care of small pockets of corn that would get out of condition in the car or in the bin. There is no business to be any bin-burned grain, except in a season like this; ordinarily there should not be. If the country elevators throughout the United States would make a firm practice of not bidding for grain until it was in proper condition, I think we would have a great deal less of it. (Applause.) We have a corn crop coming on now. It is a little uncertain what it is going to be, but as long as any country elevator man is willing to buy it, he will find some farmer willing to sell it, whether it contains 25, 30 or more per cent of water. I believe we can do a great deal if we simply tighten up on it, and the tighter you make the grades, the better the system will become. This whole system of grades is not a question of forcing people to do one thing or another, but it is a question of improving our agricultural conditions, and I believe that is the best way to do it. When you touch a man's pocketbook, by discounting him for low grade grain, he will see it doesn't happen again.

Mr. Radford: You say the trouble is with the producer. What is the Government doing toward educating the producer on the situation as it now stands? You have educated the grain man pretty well. (Laughter.)

Dr. Duvel: We are getting in touch with the producer as much as possible, urging him to take care of the corn, urging him to grow corn that will mature in his locality in the average season, but the answer he comes back with is, "As long as those fellows will buy it with a lot of water in it, we are going to sell it." (Laughter.)

Mr. Evans: How far back are you going to carry that? Is the country dealer, in your opinion, going to be permitted to buy grain on an average basis? Is it your idea to go back so that we all must buy on merits?

Dr. Duvel: My idea is that the sooner the country elevator buys that way, the better grain he will get, but so far as national legislation is concerned, that applies only, of course, to interstate and foreign shipments. If you are in the state of Illinois, and buying grain from the producer, you can buy on any basis you want to. If you do not buy it right, he will ship his own grain; that will be the inevitable result. One of the reasons for making these grades in such a way that everybody will understand them is—when you say reasonably dry, or dry, or clean, nobody knows what that means; everybody has his own idea. But when you say dry, and specify that dry shall mean anything under 13 per cent, or that the moisture cannot be over 13 per cent, then a man knows what dry is, and the farmer will try to deliver it in that way, and when the farmer is in position to know what those grades mean and interpret them himself, we believe he will take care of the situation, and make a condition possible whereby the country buyer can pay a premium for good grain and assess the proper discounts for low grade grain. I know the conditions he has to contend with at present. It is hard to make the grower believe his grain is not as good as his neighbors, and it is harder to make him admit it. He knows it, in lots of cases, perhaps, better than the man who is buying, but he won't admit it, because he is human, like the rest of us, and wants to get as much out of it as the other will pay.

Mr. King: In the case of wheat with a moisture content of 15 per cent, and artificially dried to 12 or 13 per cent, does it lose any of its milling qualities?

Dr. Duvel: That is a question on which we are doing some work now, and so far we are not able to say that it really does. In most of the dry we have been running, the moisture content was considerably below 12 per cent, but I believe it can be properly dried in that way without losing the milling qualities.

That calls to mind another thing, and that is a small statement that has been put out through the newspaper department, based on some work on the mixing of high moisture and low moisture wheat. In doing that work and publishing those results, it was not with the idea of giving you something new, because you have done that for years, but the idea was to show more definitely the length of time it takes the moisture to transfer from the high moisture to the low moisture, or for them to equalize. We took some Pacific Coast white wheat and some Eastern red wheat, with a difference of about 5 per cent in moisture content, the Eastern red running a little more than 15 per cent. Those were mixed 50-50, thoroughly mixed through the elevator, and in four or five days the moisture content was essentially the same. We published that data because the crop this year is exceedingly wet, and most of this wheat has been artificially dried, with a view that they could facilitate the drying by drying one lot fairly low and mixing some of the higher with it.

Unfortunately, in connection with that there have been some bad results. Some farmers, I understand, have seen that article, and they have said, "We can mix it, high and low moisture wheat, and get good wheat," and they have really spoiled good wheat by putting it in with wheat containing from 16 to 17 per cent of moisture, and they made sample grade of it all. They put it in with shovels and it was not thoroughly mixed. It must be thoroughly mixed, and you must know the moisture contents of the two or three lots you mix, and you must calculate what you will have when you get through. If you mix some dry with some wet wheat, and have 15 per cent when you get through, you had better not mix it. You must have a percentage that you can keep in storage, or ship, and you must see that they are mixed thoroughly, and see that the wet wheat does not get into pockets.

Mr. Zorn: Would the same thing apply to low grade and high grade oats?

Dr. Duvel: Yes, sir, in Nos. 4 and 5 oats, they will practically go together, within a half a per cent.

Mr. Graff: What is your basis for the statement in making the proposed grade for No. 2 red wheat 13 per cent?

Dr. Duvel: We find that wheat as it actually comes into the market, in an average season, will average lower than that. We find a hard winter wheat, as it comes from the farm, as a rule, will go from 12½ to 13 per cent, and that is wheat that will keep in storage with a fair degree of safety, without getting out of condition. In the winter season, if you have wheat, from this time of year on, even with a higher per-

centage of moisture, it will undoubtedly carry for a few weeks, without becoming musty, but it cannot be very much above 13 per cent if you are going to carry it over.

Mr. Graff: Have you made tests on mid-winter wheat, threshed before the wheat has gone through the sweating process, so as to tell how much moisture is lost in that process? We get a great deal of wheat that is threshed as soon as it is cut, before there is an opportunity for the wheat to go through the sweating. If it is a good crop, it grades No. 2 when it reaches the market.

Dr. Duvel: We have done something on the sweating process of wheat, both in bins and stacks, but so far have not accomplished much. There is what they call a sweating process, but it is complicated, and the changes that take place really nobody knows. An ordinary chemical analysis shows nothing, of course, but we know that wheat put in a stack or mowed in proper condition is better wheat than wheat threshed from the shock. We ran some experiments on that, left some in the field, put some in a stack, and some in the mow, and submitted it to a great number of buyers and inspectors, and in almost every case it was given higher grade when threshed from the mow than when threshed direct from the field.

Mr. Graff: Did you make experiments as to the loss of moisture content by the sweating process?

Dr. Duvel: That is a factor that it is almost impossible to determine. There is some change in moisture content, and some people contend there is a loss in weight, and other investigators contend there is a gain in weight.

Mr. Zorn: In the Northwest, in the last few years, there has been offered among the trade grain which has been called mill oats. As a general rule, the trade understands that is the cleanings of the wheat and rye etc. Would that be classified as a grade of oats by your Department, or would that be classified as simply sample grain? Most of it is wild oats.

Dr. Duvel: In my opinion it should be classed as screenings, or it should be sold as wild oats. Every grain man knows that if he bids on mill oats, he is getting 50 or 60 per cent of wild oats; it has some weed seeds, some screenings and there are some real oats.

Mr. Zorn: You don't think that should be called oats or mill oats?

Dr. Duvel: I see no reason why it shouldn't be called mill oats. Everybody understands what that means.

Mr. Zorn: It should not be mixed with cultivated oats and called oats.

Dr. Duvel: That oats proposition and the question of wild oats in oats is one of the most difficult propositions to handle in the fixing of oats grades. Take our great oat belt in the Northwest, and the Dakotas and Montana, and on the Pacific Coast, and a considerable portion of Canada, where they grow our best oats, and we find a great deal of that containing more or less wild oats. If we fix grades for oats, allowing, say five per cent in No. 2, all of those Illinois oats and Iowa oats, where wild oats is practically unknown, will contain that 5 per cent. That is a question that I have not in my own mind come to a determination upon.

The President: If there is no further discussion or no further questions that you desire to ask, we will now close the discussion.

Mr. King: I move that a vote of thanks be extended to Dr. Duvel for his very enlightening and valuable paper. (Seconded by Mr. Brandels, and carried by unanimous vote.)

The President: The secretary has a communication to read at this time.

(Secretary Quinn read invitation from Galveston, Texas, to the Association to hold its next meeting at Galveston.)

The President: If there is no objection, this communication will be referred to the Board of Directors. We will now declare a recess until tomorrow morning at 9:30 o'clock.

Tuesday Morning Session

The convention was called to order at 10:00 a. m. by President Metcalf.

The President: I desire at this time to announce the following Committee on Necrology: J. C. F. Merrill, of Illinois; Charles B. Riley, of Indiana, and E. B. Hitchcock, of Illinois.

The secretary then read the following telegram received from A. E. Reynolds:

"Regret exceedingly my inability to attend the nineteenth annual convention. I have attended all conventions except the first three. Please express my regrets to the Association. I congratulate you on fine showing made last year. The Association is today in better condition, more influential, more necessary and more generally recognized as a great factor in American commerce than ever before. Let the good work go on; there is much yet to be accomplished."

Mr. Wayne: On account of the coming event at Washington, I desire to move that this convention extend

our congratulations to President Wilson. (Seconded by Mr. Ellis, and carried unanimously.)

The President: I will appoint as a committee to draft that telegram Messrs. Wayne, of Illinois; Elkenberry, of Ohio, and Messmore, of Missouri.

The grain trade has been intensely interested in the standardization of the cereals of this country. Progress has been made along that line. Recently a plan was inaugurated by which the inspection of this grain under this standardization should be supervised and properly enforced, and a bill was introduced in Congress with a view to this regulation and to the proper enforcement of the standard grades of the United States. You all know the gentleman who has been so very prominent in assisting the grain trade of this country in the passage of this measure, and I scarcely need to introduce him to you. Because of his service to us and because of his very great study of this measure, Congressman Ralph W. Moss can tell you more about it than anybody else, and I have the pleasure and the honor of introducing to you this morning Congressman Ralph W. Moss, of Indiana. (Applause.)

THE GRAIN GRADES ACT

Mr. Moss: Mr. President, Gentlemen of the Convention, Ladies and Gentlemen: I feel I need not express my pleasure at being permitted to meet so large a body of representative business men. I have found since my introduction into public life that some of the most pleasant acquaintances I have formed have been



THREE GENTLEMEN FROM CINCINNATI

among the grain men of the United States, and my pleasure is not lessened, though my sense of responsibility is quickened considerably, by the knowledge that I am to discuss proposed legislation which will affect your business interests.

Men who control large business enterprises are apprehensive when legislation is proposed which affect their interests. In America, this feeling is more marked than in older countries because her individual initiative has been given greater freedom. The best public opinion of today, however, is demanding that closer governmental supervision be given business activities, not in way of hostile repression but rather of helpful organization and of friendly supervision. I am glad that your powerful Association has taken note of the public mind and has taken so eminent authority as Senator Sherman to discuss it for your benefit. The farmer is the producer of a large share of the wealth of this great nation. He does produce nearly all the prime necessities of life. Any condition which affects the interests of the farmer is of vital interest to all people of our republic because their food supply comes from the farm. Unfortunately, the farmers are the poorest organized of any of our wealth producing classes.

Pure Food Law Applied to Grain.

It is but natural that we should seek to give to this great industrial calling the benefits of Federal supervision in the marketing of their principal products. But while I welcome this extension of Federal power and activity I deplore the zeal which has led the Bureau of Chemistry to attempt to apply the terms of the National Pure Food law to the commerce of grain crops.

All thoughtful men will quickly agree that legislation which is to apply to any line of commerce should be carefully considered in full and free conference with those whose business is to be affected by it. The extension of the terms of any statute so as to include scope which was not originally intended by the farmers of the law has rarely given beneficial results; and I believe that I am on safe grounds when I assert that in the instance under consideration, the results have been mischievous if not actually pernicious to the legitimate grain trade. Your experience with the regulations

framed under this law ought to prompt your membership to earnest zeal in securing a fair statute which shall be framed especially to meet the necessities of the grain trade and which will be administered by experts chosen expressly because of their knowledge and experience in the grain trade. It is only by this method that you can secure relief from attempts to apply the Pure Food Law to the control of interstate commerce in grain.

National Regulation.

There is a well organized and intelligently directed movement having for its purpose the demand that the national Government shall take cognizance of the grain trade. It is desired that uniform standards of quality and condition for the principal commercial grains shall be established and declared and their integrity be guaranteed by general supervision of our interstate and foreign grain commerce. This agitation has led to extended hearings by committees of both houses of Congress, the preparation of many bills dealing with this subject and the passage in the House during the late session by practically a unanimous vote of House Bill No. 17971, known as the Moss Bill. Later this bill was favorably reported to the Senate and its passage was prevented only by the lateness of the session.

This bill has the favorable indorsement of the Secretary of Agriculture, the representatives of your own Association, of the Millers' National Federation, the Indiana Grain Dealers' Association, the principal Chambers of Commerce and Boards of Trade, National Farmers Organization, that portion of the American press which

is particularly devoted to the grain trade and of general public opinion so far as any authorized and definite expression can be secured.

Two Interests Oppose Bill.

To this general statement there must be noted two exceptions which comprise the opposition to the bill, so far as such opposition has come to my knowledge. First, the opposition of the exporters of Baltimore, New York and Boston, so far as their organizations have spoken, and, second, that very influential body of men, particularly among grain producers, who favor the more radical proposal of Government inspection as against the method of supervision which is proposed in the bill. It is to be noted that the Gulf exporters support the bill. It may also be said that many among those whose first preference is for Government inspection are heartily supporting the bill, both as a matter of expediency and also because it is a long step forward in the direction which they wish the nation to travel. Excepting the position of the grain exporters referred to, I have observed no expression of opinion which was not to the effect that the bill would have a most salutary effect on the grain trade and will meet the criticisms which are generally directed against it at the present moment.

There can be no hazard in the statement that legislation will be enacted speedily on this subject; and because of its position of advantage—because of the definite expressions of approval from powerful bodies among grain men—I can confidently predict that the bill which I have the honor to have introduced in Congress will be made the basis of such legislation. I feel, therefore, that an analysis of the proposals contained in the bill will be more profitable at this moment than any argument which I might be able to present in support of the bill. I feel sure that among the membership of your Association the fact that the bill has been able to command the indorsement of your very able legislative representatives, Mr. Reynolds and his associates, will be accepted as conclusive that its provisions are not inimicable to your interests as a trade body. In this connection, I beg to express my personal indebtedness to Mr. Reynolds and to members of the grain trade generally for their generous co-operation in the preparation of

this measure. In their various appearances before our committee and in the many private conferences which were held during the course of the bill's preparation, your representative men used their intimate knowledge of the grain trade with such courtesy and tact as to impart information freely without any appearance of dictation; and it is not much to say that the bill in its present form is much influenced by this generous co-operation among the representative grain men of the nation. This result is a refutation of the charge that legislation affecting large business interests cannot be perfected without undue antagonism from those who will be affected by its restrictions and provisions.

Three Divisions of the Bill.

The legislative proposals contained in the bill may be roughly divided into three parts. The preparation and publication of uniform standards of quality and condition of grain by the national government; the co-ordination of all existing systems for grain inspection with the newly created Federal system, and the establishment of a general supervision by the Federal Government over all grain moving in interstate and foreign commerce for the detection and publication of all fraudulent practices.

The first proposal is to authorize and direct the Secretary of Agriculture to investigate the handling, grading and transportation of grain and to fix and establish standards of quality and condition for corn (maize), wheat, rye, oats, barley, flaxseed and such other grains as in his judgment the usages of the trade may warrant. There is no opposition to this proposal so far as it has come to my knowledge. It is universally conceded that we ought to have uniform standards in the grain trade and that we can secure them only through the action of the Federal Government. National standards can be established and enforced only by national power. Congress has been appropriating large sums annually for some years to enable the Secretary of Agriculture to investigate these related questions and ultimately to establish such standards. It will be recalled that standards have been published by the Department of corn; but the Government has no power to enforce the standards after they have been prepared and published. The fact that the corn standards have not been universally adopted demonstrates the fact that mere publication or promulgation of grades by any authority however eminent, will not work reform without effective supervision by the national Government.

Grain Trade Interstate.

It is not necessary to question the ability or the honesty of state inspection officials. Their authority cannot extend beyond state lines, and it is manifestly impossible to secure uniform grain inspection service or the adoption and use of uniform standards by an appeal to the action of forty-eight independent state governments. Grain moves so freely in interstate commerce that it presents a national question and must be dealt with by the national Government. The bill vests the power of supervision in the national Government through control of interstate commerce. This power is ample and is not questioned. Personally, I have no doubt that Congress, through its grant of power to fix the standards of weights and measures, can legislate to fix standards of quality for grains; but it has been thought best to work through the interstate clause of the Constitution and thus avoid any new interpretation of constitutional powers.

The bill seeks to control only the sale of grain when made or offered by grade. The liberty to buy and sell by sample or by type is left unabridged; sales may also be negotiated under any name or designation which is not false or misleading and which name or designation in whole or in part does not include the terms of any official grain standard. No grain can legally be sold by grade except the grade be one of the official grades designated by the Secretary of Agriculture, and the grain actually conforms to the requirement of the grade specified. We must agree that these are ideal conditions—that the seller must deliver exactly that which he contracts to deliver, and that the buyer will thus be given that which he has purchased. The Secretary of Agriculture is given broad administrative powers to enforce these ideal conditions and thus secure their general adoption.

Present Inspection Systems to Be Used.

The bill does not vest the Federal Government with the power to make primary inspection of grain or to appoint grain inspectors. It seeks to establish practical co-operation between state and nation in the work of first inspection, and takes over to the national Government exclusively the determination of all appeals from the first inspection. The general work of primary inspection is left with local authorities as now constituted. This means that in those states where state inspection is now authorized by law, the state authorities will continue to appoint inspectors and to control the work of inspection. If the boards of trade and chambers of commerce appoint the inspectors, these trade bodies will continue to exercise these powers. The inspection service is left precisely where it is now vested by state law. Even if this were not desirable as a matter of expediency in securing the enactment of this legislation it would suggest itself as a matter of desirable economy in administration of intrastate and interstate commerce in grain. It is evident that the national Government can not take over the work of inspecting grain designed wholly for intrastate shipment. If there is to be no co-operation between national and local authorities in

this necessary work of grain inspection, it follows that there must be maintained two separate and complete systems of grain inspection—one maintained by the state for state purposes and one by the national Government for interstate commerce.

This would be a duplication of service and expense which cannot be justified on any other grounds than that of actual necessity. If practical co-operation can be organized, good business judgment will confirm its adoption. The bill seeks to perfect such practical co-operation by authorizing the Secretary of Agriculture to issue licenses to competent persons to inspect grain for interstate shipment. If the local authorities appoint a duly licensed inspector, then such inspector would have the authority to make inspection for both state and interstate commerce. In effect, the state authorities would



be compelled to appoint from the eligible list prepared by the Secretary of Agriculture or else deny to the grain in their territory (when sold by grade) entrance into interstate commerce or compel its inspection at some point where such licensed inspectors are employed. Such license is revocable by the Secretary for failure to grade grain correctly in accordance with the official grain standards of the United States or for any corruption of official integrity. Under this provision, if co-operation was maintained, each local grain inspector's authority would depend upon the joint approval of state and



national authority. The state authority would appoint, and the national authority would license with power to revoke.

Where Politics Steps In.

This license feature has met with strong opposition from the friends of state inspection. It is one of the exasperating small details which vex the preparation for any measure which concerns the employment of salaried men. The friends of those who now enjoy positions wish to make assurance doubly sure that no discrimination is possible against their friends, while others are afraid that loopholes will be constructed which can be taken advantage of by the unscrupulous. Doubtless the fears of each group of partisans are groundless. I cannot believe that any state would knowingly tolerate the employment of incompetent or corrupt graders and I am perfectly confident that with the other administrative features of this bill in operation, even without the license feature, that such incompetence or corruption would be detected and exposed by the supervisory force of government experts. In the end, a state, even if it can be conceded that it is possible for the low standards

of efficiency or honesty to find favor with any state, such a state would be driven to raise its standard to the common level of national service. On the other hand, under the high administrative methods sure to be sanctioned by the national government, hostile discrimination against individuals or states would be impossible and those now in the employ of local authorities who are competent and worthy would doubtless be licensed by the national government so that the service might benefit by their continued employment. Practical co-operation is always based on the assumption of honest, good-faith effort on part of all co-operators, and I know of no reason to challenge such an attitude on part of either state or national government in an effort to improve and perfect the grain inspection service.

Only Government Grades Used.

Uniformity in this service is further guaranteed by the provision that all certificates, written or oral contracts, invoices and bills of lading relating to any shipment or offer for shipment of grain in interstate or foreign commerce shall not refer to such grain as being of any other grade than one of the official grades of the United States. As grain can be legally sold by sample or by type or by special trade designation, this provision is necessary in order to give that class of sales which the bill is designed to encourage that advantage which the judgment of third parties not interested in the terms of the trade always confers. It also makes it practically impossible to negotiate trade on credit instruments except that such trades be made by grade. It is one of the strong features of the bill, viewed from an administrative standpoint, and I am gratified to find so little objection to its adoption. Taken in connection with the licensing feature it will go far toward strengthening the administration of all local inspection service.

The Inspection Service.

We may sum up the provisions of the bill so far as they relate to the ordinary routine of sale and delivery in interstate commerce: The Secretary of Agriculture is authorized to fix uniform standards for all commercial grains, which standards must be used in all trading in grain where the sales are made by grade. Grain may be sold by sample or by type without reference to the terms of the bill. Sales may be made by name or designation if such name or designation is not false or misleading and which name or designation does not include in whole or in part the terms of any official grain standard. All grain inspectors are appointed by local authority; after such persons have passed a successful examination before the Secretary of Agriculture. Provision is made whereby grain can be shipped from a point where no licensed inspector is stationed to a point or through a point where such licensed inspector is stationed, subject to inspection at such points. All grain which is sold by grade must be sold under one of the official grades, and the grain must conform to the requirements of the grade under which it is sold. All certificates, invoices, contracts of sales and agreements to sell, relating to the shipment or delivery for shipment in interstate or foreign commerce must refer to the grain as being one of the official grades as fixed by the Secretary of Agriculture.

Appeals.

After grain has entered interstate or foreign commerce, or has been offered for such shipment, and the grain shall have been inspected, any dispute as to the fact that the grain actually conforms to the standard of the grade specified in the contract of sale may be referred to the Secretary of Agriculture for settlement by either party in interest. This provision of the bill takes away from state authority all appellate power in the grain inspection service in interstate commerce and lodges that jurisdiction with the Secretary of Agriculture. The findings of the Secretary as to the grade is made *prima facie* evidence in any United States court of the true grade of the grain at the time and place specified by the Secretary in his findings. No objection has appeared prominently to this grant of power to the Secretary, but a sharp difference of opinion exists as to the manner in which this right to appeal should be exercised. This is one of those apparently irreconcilable differences which grow out of the natural conflict of interest between buyer and seller. The position of the seller is that the right of appeal should be limited to the time and place of delivery or offer of delivery; the buyer prefers to prolong his right of appeal to include the moment when he receives his grain at the point of final destination. The bill seeks to harmonize this natural difference in interest by providing that the appeal must be taken before the grain leaves the place where the inspection appealed from was made and before the identity of the grain is lost. As grain may be shipped to any point where a licensed inspector is stationed, subject to inspection at that point, it follows that by contract it is possible for any buyer of grain to designate the point where he may wish to receive the grain. The appeal can thus be taken at the point where he has elected to receive his grain. The general principle recognized by the bill is that the owner of the grain must accept all hazard as to the grain going out of condition. This risk is usually calculated by the seller in naming price and terms. This is the best business procedure and it was accepted in framing the bill. If grain is sold for Chicago delivery, then the inspection and appeal, if one is taken, must be in Chicago. If delivery is specified to be Buffalo, then these processes are deferred until the grain actually arrives in Buffalo—and this is true of every sale, regardless of

the origin of the grain. The point of delivery controls the right of appeal and designates the time and place where the party feeling aggrieved must exercise that right.

Grain Laboratories for Appeals.

The administrative policy contemplated by the bill is the establishment of grain laboratories at all the principal grain markets and to employ a corps of competent grain experts, who will compose the boards of appeal. These men will be appointed by the Secretary of Agriculture and be solely responsible to him. The bill thus offers the grain trade an official arbitral tribunal absolutely removed from all trade influences and responsible alone to the majority of the voters of the United States. In this sense the bill provides for Government inspection, because it is possible under its terms for any given lot of grain to be graded directly by the Government officials. The result is secured without in any way impairing existing local systems of grain inspection or by duplicating existing inspection officials. In fact, the local inspection will be strengthened because of Federal examination, supervision and the adoption of uniform standards. Thus we will secure better grading for strictly intrastate grain commerce and establish an effective system for interstate and foreign commerce.

The Secretary is also vested with the power to examine grain passing in interstate and foreign commerce by whatever method of sale may have been negotiated. Whenever, after opportunity for a hearing is given to the owner of the grain and to the inspector thereof, if the same has been inspected, it is determined by the Secretary that the grain has been incorrectly graded, or has been sold under a name or designation which is false or misleading, he may publish his findings. This provision gives the Secretary power to detect fraudulent practices in the grain trade and to give publicity to fact of their existence. It will tend to standardize the grading at the various market centers and will assist in detecting incompetent or corrupt inspectors, if such should be employed by any local authority.

Permanency of Grades.

The only other important feature of the bill which has provoked serious discussion is that of the permanency of the grades when once established by the Secretary. No question is more vital to the efficiency and to the integrity of the proposed system than this one. I have the greatest regard for the honesty of opinion which this controversy has provoked. It is a moot question and perhaps no man is qualified to say the last word in the argument. There is always a possibility of a mistake being made when the original grade has been established. It is impossible to eliminate the element of human error in the application of the standards when they shall have been declared. The work of grading grain can never be reduced to a mathematical demonstration of accuracy. It is well known that the prevailing quality of grain grown in any locality will vary with the seasons. These are the general reasons which are usually assigned by those who desire flexibility in the grades.

Canada has settled this vexed question by fixing permanent grades by statute and then permitting the administrative officers to establish commercial grades which may be changed from season to season and for the different provinces. It is apparently the purpose in permitting the formation of commercial grades to facilitate the sale of grain to the best possible advantage. The commercial grades in Canada are in reality sales by sample or by type and can be made under the provisions of the bill, except that the sales would be negotiated between buyer and seller without the advantage of governmental regulation and supervision, other than that of supervision to prevent fraudulent representation. The bill seeks to accommodate the element of error by permitting variations from the official standards, under rules and regulations by the Secretary of Agriculture. I have been pressed by students of the bill to define exactly the latitude which this language will permit. Unfortunately, this cannot be done. It is an administrative liberty of discretion which only the individual officer will determine. It is not the purpose of those who framed the bill and chose the language to permit a greater variation than will exist between the margins of successive grades in any series. Certainly there was no intention to confer authority on the Secretary of Agriculture to change standards, when once published. The authority to make such changes or to authorize them to be made would reside exclusively in Congress. I am strongly opposed to vesting in executive officials large powers which of right should be exercised by the representatives of the people. The functions of executive officials should be that of administration and their influence on the legislative branch should be limited to the making of recommendations when important changes should be made in our legal code.

Objectable Practices.

It was my hope and ambition to present a bill under the operations of which any grain power in the United States could offer his product with well-founded confidence that he would receive the ruling market quotation for the particular quality which he had actually produced; and likewise that any buyer of grain could place his order for any particular quality obtainable in the markets with reasonable assurance that he would receive that quality for which he had contracted. If these ends were accomplished then it would be impossible for the present practices which I am convinced do obtain at times in certain markets where wheat is purchased

as a low grade and the identical wheat resold as of a higher grade. Such profits are not legitimate; such practices are not honest. The Government of the United States owes it to her citizens to promote honesty in commercial channels and to encourage legitimate commercial methods by fearlessly searching out fraudulent transactions and exposing them and their authors before the world.

I do not have special reference to the practice of re-cleaning, drying and other like operations whereby the actual condition of the grain is improved and hence its rightful commercial grade has been raised. Such operations may be entirely legitimate and of great economic importance. This fact was fully established during the present abnormal season. There is here as in many other details of actual commercial transaction, a twilight zone in which honesty can be merged into dishonesty, where reputable practices may be displaced by disreputable ones. The grain trade, through the operations of this bill, will be permitted to offer their grains for sale at the actual grade which they bear at the moment of delivery and will receive quittance for all time from imputations and direct charges of questionable manipulation to the disadvantage of both the producer and the ultimate consumer.

Present Bill a Compromise.

The provisions of this bill have been subjected to the most crucial tests of criticism. I do not present it with the extravagant claims that it is a perfect bill; but I do claim that it has received the most universal support of any bill on this subject which has ever been presented to Congress. There is not a critic of the bill



C. C. MILES SEEMED TO KNOW EVERYBODY

which will not admit that it will better existing conditions and will remove most of the evils which are known to exist at the present time in the grain trade. It is a distinct step forward in the path which every student wishes to travel. It may not be exactly in all its details as you wish to frame it. That may be said of every important measure. Legislation, as is well known, is a matter of compromise, and good legislation is usually a matter of honest compromise. This bill was framed in the open. The committee hearings were extended and patient. No man can truthfully say that he was not accorded a hearing; and I believe that no man will say that he was not accorded a courteous and patient hearing.

To the grain men of the country is largely due many of the excellencies of this bill. They had greater knowledge as to the matters covered by it than had the members of Congress who framed it, and this knowledge was placed at our disposal with so much tact and care that there was no appearance of attempting to dictate as to how the measure should be drawn. The fact that it was possible for us to work together with such good feeling refutes the statement that you cannot frame legislation affecting large business interests without undue antagonism between Congress or the legislative branch of the Government and the business men of the Nation, and I am glad that is so. (Applause.)

I believe this marks a beginning, for every man knows now that regulation must promote business and not destroy it.

Protection from the Bureau of Chemistry.

I want to say to you in conclusion that your experience this present year, which is an abnormal one, working under the regulations prescribed by the Bureau of Chemistry, ought to impress every member of this organization with individual zeal to secure the passage of an act that has been framed expressly to meet the necessities of the grain trade. I believe as certain as I am talking to you, that legislation is inevitable. You cannot in this great Nation bring in a great movement

before Congress, when there isn't, as a basis, a well founded necessity for the movement itself. There are evils in the grain trade. I want to say that every critic I have ever heard speak of the bill has been so fair as to acknowledge that it is a long step forward, and that it will in great measure remove most of the evils complained of at the present time.

There have been charges before committees of manipulations of grades of grain and of dishonesty in the grain trade. I have never re-echoed those. And yet there are some practices that cannot be defended. There have been large quantities of grain bought at a low grade, and the identical grain sold at higher grade, and that is not an honest and reputable practice, and the profits made are neither honest nor fair profits. As I stated, I am not speaking now of re-cleaning or drying of grains, whereby their physical conditions are improved and the grades raised. That, in my opinion, is a perfectly legitimate and economical practice in the grain trade, and I feel sure this present abnormal season has proven it to be so.

I believe if the grain trade will continue to give this bill the same generous support that you have in the past, it is possible to secure its enactment with no substantial change. It is my purpose to introduce this bill on the first day of the coming session, and to press it to an early vote, and, so far as I know now, I shall not consent, so far as I am concerned, to any material change in its text or its condition. I think a bill that has been analyzed by the grain trade of the Nation, that has secured the endorsement of the Millers' National Federation on the one hand, and I hope I may receive, before you close your session, the unanimous endorsement of the Grain Dealers' National Association. I believe that such a bill will commend itself to Congress, and will be accepted by the legislative bodies of the country. Either Congress must accept it or reject the combined experiences and judgments of the grain trade of the whole United States, and I do not believe they will dare take that responsibility. I bespeak again not only the co-operation of your organization, but your further active assistance in helping to write this bill into the law of the Nation. (Applause.)

Mr. Dewein: As president of the Illinois Grain Dealers' Association, representing some 800 members in the Corn Belt of the United States, I first wish to assure the Congressman of our hearty and continued support of the Grain Trades Act. Secondly, I desire to move that this convention offer a vote of thanks to Congressman Moss for kindly coming here and giving us this able address on this subject.

Mr. Dorsey: As secretary of the Texas Grain Dealers' Association, and representing the south half of the United States, which is Texas (laughter), I want to second that motion, and I want further to state that we heartily endorse this measure, and appreciate Congressman Moss' able efforts in promoting this bill, and we especially thank him for his promise to reintroduce the bill on the first day of the coming Congress; and I want to assure him that he will have the hearty support of the south half of the United States.

Mr. Bigelow: The Children of Israel, as you all know, were 40 years in the wilderness, and Moses brought them out. We have been long looking for a Moses. We have been more than 40 years in the wilderness, and now we have a Moses in Congressman Moss, and our prayer is that, unlike Moses who was not allowed to enter into the Promised Land, he may live twice forty years to see the benefit of this great measure, which I am sure will be of inestimable value to the grain trade. (Motion carried.)

Mr. Dorsey: I move that this Association heartily endorse the Moss Bill, and pledge its hearty support to the enactment of it by Congress.

Mr. Graff: It has been stated in the last year or two that the Atlantic Coast exporters have not voiced their opinions as to how the standards that are proposed will affect their business, and before a vote is taken on this motion, there being a number of exporters present, I wish they might be accorded the privilege of making their statement.

The President: I believe it would be better if this whole matter might be sent to the Committee on Resolutions for the present.

Mr. Dorsey: I shall be glad to withdraw my motion, and permit that course to be taken.

The President: Mr. T. A. Grier, chairman of the Local Committee, desires to make some announcement.

Mr. Grier: We want you all to be sure to be present at the entertainment tonight at the Shrine Temple. This afternoon you will note by the program Senator Sherman is to speak to us. He has a host of friends in Peoria who want to hear his speech, and I know you all want to hear it. In order that everybody may hear it and that all may have accommodations, and as we ourselves crowd the room we are given here at the hotel, the meeting this afternoon will be held at the Opera House just across the street. It will begin at 2:00 o'clock.

The President: Supplementing Mr. Grier's remarks, I will say that the entire afternoon program will be had at the Majestic Theater. We will convene there, and I would like you to be there promptly to hear Senator Sherman on this very interesting subject to us.

Yesterday we extended the courtesy to Baltimore of presenting her claims for the next Convention, and Sioux City, Iowa, is here with a delegation, and they have

requested that the same courtesies be extended to them. So they will be given at present an opportunity to say something about the attractions at Sioux City, and why they should have the next Convention. Mr. W. E. Holmes, secretary of the Sioux City Commercial Club:

INVITATION FROM SIOUX CITY

Mr. Holmes: We want you to hold your 1916 Convention at Sioux City. I do not ask you, gentlemen, to rise to salute me, but if you will rise just a little and reach under your coat-tails, you will find a printed copy of our invitation, and also some information as to the Sioux City Board of Trade. Here is a bit of geography I wish you would consider, and it also, I hope, will be placed before the Board of Directors: Sioux City is located just one hundred miles north of Omaha, where you held one of your meetings. I can sit in my office and look out of the south window into the state of Nebraska, and look out of my west window into the state of South Dakota, and look out of the east window all over northwestern Iowa, than which there is no richer country, and if I could see a little farther to the north, I could see the state of Minnesota. So we are actually in the corner of three states and nearly in the corner of four.

I was much surprised to know that in all the great state of South Dakota, where there raised this year 50,000,000 bushels of wheat and 80,000,000 bushels of corn, there isn't one member of this Association. I am told there are over 365 independent grain dealers in South Dakota, and that up to a few years ago, when their grain dealers' association was disrupted, there were over 800 members in the South Dakota-Minnesota

Of these cases, 17 have been disposed of and all papers returned to the secretary with copies of the committee's decision; of the other two, one has been decided and the decision is in course of preparation, while the other one has not yet been considered. This leaves only one case on hand and the arbitration docket, as far as the committee's work is concerned, is practically clear.

In making disposition of these cases, the committee has followed the same procedure as outlined in our last report, which was that all papers in every case were submitted to each member of the committee and, after being considered in this manner, were returned to the chairman, and during the course of the year there were three meetings of the whole committee held in Chicago at which the various cases were discussed in detail and decisions rendered.

The work of the committee was quite harmonious in that 17 cases were decided by a unanimous vote and only one of all the cases considered was decided by a majority vote of the committee. Our decisions were, as far as possible, based on the rules of the Grain Dealers' National Association, and in cases where rules of the Association were not applicable, we based our decisions on our best knowledge of custom, or according to our judgment of fairness and equity.

There is nothing else to be said relative to the work accomplished by the committee, but we wish to add just a word or two on the subject of arbitration. Until we are brought into close contact with the subject, few of us realize the great number of reasons that cause disputes and result in arbitration; nor do we realize that in our daily business there are many features, chiefly small and apparently insignificant ones, that we care-

are not familiar with the Argentine grain as actually handled commercially.

The President: The next will be the report of the Committee on Telephone and Telegraph Service, Mr. Fred Mayer, of Toledo, Ohio, chairman. Mr. Mayer is not present, but he has sent his report, and I will ask the secretary to read it.

TELEPHONE AND TELEGRAPH SERVICE

Secretary Quinn read the report as follows:

The Committee on Telephone and Telegraph has not met during the past year, although, no doubt, there was work for it, but some things have been accomplished that are the result of the present and former committees.

Since March 1, as you all know, the Western Union Telegraph Company has shown, in plain figures on telegrams, as well as day letters (with the exception of messages filed at railroad stations), the time that said message was filed, thus showing the exact time occupied in transmission and delivery. Your committee believes this feature is one of benefit, and the Western Union, in taking this action, has followed part of the provision included in the Cary Bill, and the result is what was called (several years ago) the "Beattygram." As you remember, our esteemed friend, Edward Beatty of New York, suggested the idea, and subsequent committees have followed up his suggestion. Mr. Beatty is entitled to much credit for introducing and pushing the matter. This Association should feel grateful to the Western Union for adopting the idea, and use its efforts to have the Postal follow suit.

There has been more or less newspaper talk about Government ownership of telephone and telegraph lines, but your committee has no recommendation to make on that very important question.

The Interstate Commerce Commission has, during the past year, investigated the private wire question, doing so at the request of some who claimed said private wires were being used for and by others than those who held the lease, but as far as your committee knows, no decision is as yet available.

At this time the only suggestion or recommendation your committee desires to make is the question of rates charged by the two companies between members of the various exchanges during the hours that the exchanges are open.

We believe that lower rates should be established, as there is very little expense on such messages with reference to delivery. It takes fewer messenger boys and less time not only to collect the messages for sending, but also for delivery. We urge that resolutions be passed at this Convention requesting a reduction from regular rates between points where exchanges are located, on messages transmitted between the hours of 9:30 and 1:15 Central Standard time.

Mr. McDonald: I move that the report of this Committee be received and placed on file. (Seconded by Mr. Brandeis, and carried.)

The President: The next will be the report of the Membership Committee, Mr. W. L. Lyle, of Huntsville, Alabama, chairman. Mr. Lyle also has been unable to be present, but he has sent his report to the secretary, and I will ask the secretary to read it.

REPORT OF MEMBERSHIP COMMITTEE

Secretary Quinn read the report as follows:

Your committee is pleased to report that as a result of the Boosters' Campaign inaugurated just following the Kansas City convention, 209 new members have been brought into the Association. The Campaign Committee at the beginning of the campaign set a mark of 200 new members, which were secured with a few to spare.

The splendid results secured serve to emphasize to the highest degree the power of organization and co-operation in a movement of this kind. The Boosters have labored long and earnestly and deserve the utmost credit for their achievements.

We wish to mention particularly the magnificent work done by our distinguished president, Mr. Metcalf, who secured 26 new members; Dazey-Moore Grain Company, Fort Worth, Texas, who secured 23 new members; Swift Grain Company, Detroit, Mich., who secured 22 new members, and the Early Grain Company, Amarillo, Texas, who secured 13 new members.

We recommend that another membership campaign be started after this convention adjourns, and that the solicitation of new members not be stopped till every eligible grain dealer in the country has had an invitation to join us.

One of the members of this committee has called our attention to the fact that we secured but few members in this campaign from the Southeast, and suggested that this be called to the attention of the meeting, and that some steps be taken to remedy this situation, which recommendation we endorse.

Your committee suggests that in view of the demonstrated fact of what the membership are able to do, when working together, that it may be possible to utilize their efforts in some other direction than securing new members, and that some other ambition of the Association might be realized through the co-operation of the members as individuals, working in harmony towards that end.

Mr. Ellis: I move that the report of the Membership Committee be received and filed. (Seconded by Mr. Dewein, and carried.)



PART OF THE MACHINERY CONTINGENT

organization. I want to urge upon this Association that if you want to increase your membership, and the scope of your influence, your activities and your finances, it might be an awfully good idea to come out where the corn and the grain grow. That is the slogan of the Sioux City invitation. If you could come earlier in the season, it would be easy to arrange for a special train which would take you, on the Sunday previous to your Convention, through millions of acres of as fine grain as you ever saw. If you come later in the year, we will, of course, provide suitable entertainment.

I want to mention also that our section of the country, as most of you know, is the home of the co-operative movement. I am assured by those who are very active and influential in the co-operative movement that if you will bring this meeting to our section of the northwest, you will secure a large number of members out of that organization. So far as hospitality is concerned, the Middle West is famous for that, and if you will honor us in 1916 or 1917 with your presence, we will try to send you away feeling that your trouble and expense in coming that far west has been more than justified by the success and enjoyment of your Convention, and will try to make you feel that you have never been more hospitably received or more royally entertained in any city where you have ever been. I thank you, gentlemen, for this opportunity of inviting you to Sioux City. (Applause.)

The President: We will next have the report of the Committee on Arbitration, Mr. E. M. Combs, chairman, of Chicago, Ill.

REPORT OF COMMITTEE ON ARBITRATION

Mr. Combs read the following report:

Your Arbitration Committee in concluding its second year's work has but a brief report to submit for your consideration. At the time of the committee's report one year ago, there was one case before them which had not been decided and since then there has been 18 new cases submitted to the committee, making a total of 19 cases to be considered during the past year.

lessly overlook or purposely ignore, because they seem unimportant, that finally develop into disputes and in many cases result in work for some arbitration committee and that by giving closer attention to the details in connection with our daily business, we could easily reduce the number of disputes and at the same time avoid the labor and unpleasantness involved in arbitration.

In the committee's report of one year ago, there were mentioned a number of features which are responsible for many cases of arbitration, and inasmuch as the cases considered by the committee since that report did not indicate any other particular or important reasons as the cause for disputes, we would, without repeating that report, refer to same and say that if the members of this Association will follow the suggestions contained therein, they can, without question, reduce the number of arbitration cases, and at the same time make it easier for the committee to render decisions on those cases that may come before it.

In conclusion, the members of the committee wish to thank you for the honor of having served you.

Mr. Gerstenberg: Being well acquainted with the arduous duties this committee must perform, and realizing full well that the only reward they can get is the full approbation of this gathering, I respectfully move that this report of the Committee on Arbitration be received and placed on file, and that the thanks of the Association be expressed to the members of the committee, by rising vote.

Mr. Custenborder: Having had two cases submitted to arbitration, and having won both of them, I would most heartily second that motion. (Laughter.) (The motion was unanimously carried by rising vote.)

Dr. Duvel: I would like to state that in connection with the address tomorrow by Laurel Duvel, I am advised that he has brought with him some samples of Argentine grain, wheat, corn, flax, oats, etc., and that they will be placed on exhibition here. They are not show samples, but are samples of commercial grain as actually received. I mention this because many of us

The President: This completes our work for the morning, and we will now take a recess until 2:00 o'clock prompt this afternoon.

Tuesday Afternoon Session

The session was called to order at the Majestic Opera House by President Metcalf at 2:15 o'clock.

The President: The next subject upon our program, gentlemen, is one of intense interest to the grain dealers in this country, and there is no man in the United States more capable and better qualified to discuss this subject than United States Senator Sherman. Senator Sherman is today the honored and distinguished guest of the Grain Dealers' National Association, and we are all proud of him, and especially is this true of the citizens of the State of Illinois, which great State he represents so ably in the United States Senate. I now have the honor and the pleasure of presenting to you Lawrence Y. Sherman, United States Senator from Illinois, who will speak to us on "The Limit of Business Regulation by the Government."

ADDRESS OF SENATOR SHERMAN

Senator Sherman: I was in business three and a half years myself, not on my own account, but on behalf of the state. During that three and a half years we bought for the state about \$3,500,000 worth of merchandise annually. We bought on the open market under statutory regulations. We bought under provisions requiring bids to be made on advertisements in due form and the award was pursuant to the regulations of the statute. After this three and a half year's experience as a purchaser, and very seldom as a seller or vendor, I am glad to bear witness to the uniform uprightness and honesty of the average business men with whom we came in contact. As a rule the houses with which we dealt, whether they were partnerships, individuals or incorporated, transacted their business properly. The name of the house was a guarantee alone of the performance of the contract.

High Ethics in Business.

While in many instances the nature of the transaction required that a bond be taken stipulating for the faithful performance of the contract, in very few instances did we find it necessary to use the bond as a means of enforcing the binding obligation of that contract. In other words, the integrity of the business men with whom we dealt was a sufficient guaranty in all instances for the proper performance of their contracts. I regret to say, however, that in certain instances, all of them a very decided minority, I found some persons in the trade that required the utmost vigilance in order to properly transact business and obtain for the state value for the money expended. I have had sugar sold me at cane sugar prices with beet sugar deliverables. I have had beef delivered to me that was guaranteed by the contract to be native Northern corn-fed steers that lacked considerable of being that kind of meat, either by sex or texture. (Laughter.)

I have bought woolen blankets in which the percentage of cotton in the warp was 50 per cent higher than the contract stipulation. When we remonstrated, we were told that it was just as good a blanket as the other. We said, "Then, why didn't you bid on the inferior blanket. We are paying you the superior price; we want the superior blanket or we don't want any." I have bought leather goods the same way. I do not pretend any extraordinary knowledge of these matters, but I have business prudence enough, acting on behalf of the state, to take a blanket to a laboratory and have it analyzed, just pull it out of the middle of a bale of blankets, so they wouldn't know what particular blanket I was getting, and on the analyses at three different laboratories from samples cut out of the blanket, the same results came back, so that I felt reasonably certain that the blanket was not up to grade. We had the sugar analyzed in the same way, so that we were reasonably certain of it, enough so that I would have been perfectly willing to have taken a verdict from an average jury in this or any other state.

Shrewdness with Honesty.

If I had anything to say to business men in this country, it would be first, "Make your contracts as prudently as you can as to margin of profit, for no one is expected to transact business at cost or at a loss." We expect a reasonable margin of profit in every instance. We expect there will be a prudent business contract made, and after having made the contract, we expect it to be kept, because the value of a promise consists in the performance of the promise and not the making of it. "Keep your contracts, and deliver the kind of goods you promise to deliver." (Applause.)

I bought a tooth brush a while back of a certain kind I have fallen into the habit of using. I put it in my bag and took the train. Just after I got on the train on an overland trip I had occasion to use it; I broke the original package, and pulled out a different tooth brush from the one that was on the outside, the manufacturer's name copyrighted and known all over the world. I pulled a 15-cent tooth brush out that cost 35 cents. That has been done by some business man, either the retailer or the jobber. The manufacturer did not, because the manufacturer owns the copyright on the

genuine article, and makes it and sells it, and has devoted considerable time and considerable money in advertising it by its proper name. So some one slipped another article inside of the original package, and did it up and sold it at the price of the original article that should have been in there.

Living Up to Contract Terms.

We have been dealing with foreign countries of late, the last year, say, selling considerable stuff abroad. Do you know what an agent of a foreign government told me? He said, "The difficulty I have in this country is not in making contracts and in making sufficiently good terms, but it is to get the merchandise delivered of the kind we contracted for and that we want; that is where the trouble comes in." Now let us not have that said of any American dealer in the future. I do not feel particularly proud of my fellowmen in my own country when somebody comes in and makes that complaint. I know that in isolated cases that is true. I know that in ninety and nine instances in this country the American business man intends to and does perform his contract, but in the one case out of the one hundred left the contract is not performed, some inferior article is delivered, some article worth less than the kind stipulated in the contract. That makes the margin of profit much larger. The result is that the ninety and nine men who do business properly in this country are visited with the condemnation of the one man who does business improperly.

Measured by Lowest Level.

Remember that the lowest level of the man who does business improperly becomes the level on which we are all tried in the hands of unfriendly critics outside of

individuals. If there were nobody engaged in private pursuits in this country, there wouldn't be anything for the Government to operate on. So all private business, all essentially personal undertakings, personal to you and to me, precede the formation of any public regulation. Businesses grow. They begin with very small compass; they develop, they become larger, and from year to year new occupations spring up continually. Where 25 years ago there was no occupation, today there are many occupations.

Progress of the Years.

We can remember when there were no agricultural implements of the present kind that made possible either the planting, sowing or harvesting or care of the multitudinous corn crop with which you gentlemen are connected. I can almost remember the time when there wasn't a reaping machine to be seen in the country, because I can remember the first one that came into use in the country where I lived. I can remember when the cradle was used by many a farmer in cutting his patch, as they used to call it, of small grain. We first had a hand rake, and then the self-rake and the dropper, and the first binder came in later years. In the earlier days four to five men were required to bind the ordinary day's work done by the dropper or the rake. Four or five men divided it up into stations. It was hand binding. Hand work was the rule then except for this mechanical improvement.

I can remember when the self-binder was burned, bolts were taken out, the burrs unscrewed and the parts thrown into the stubble and lost because it was supposed the self-binder would destroy the opportunity of the harvest hands to get work. Now we know that with



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this country, or unfriendly critics sometimes inside of this country. The most disreputable man engaged in any business becomes the measure for the outside world by which the reputable man in that business shall be measured. And so we should bend our energies to the end that American business men be 100 per cent fine in their dealings with their customers, both at home and abroad. Let us have the good old New England conscience. Let us not have the Yankee horse trader conscience. The term "Yankee" has become in some parts of the world a reproach. Let us better it; let us take "Yankee" in its better sense, in that it denotes business prudence and shrewdness in making a bargain, and that it indicates good sound 24-karat American honesty in performing the terms of the bargain when it is made. That is the first thing we should consider always. (Applause.)

Raising Standards of Conduct a Duty.

I think first of all it is the duty of every association of every occupation to lend itself to a raising of the standards of conduct. That belongs to the ethics of any particular business. Those matters cannot be wholly regulated by law. We cannot by mere statute enforce personal honesty, because there is a time when law cannot reach, there is a place where nothing can be done by the courts to enforce these regulations, because all enforced regulations made by the courts for the redress of grievances become expensive, harassing, delaying, unsatisfactory and destructive of good business. So it is not merely law honesty or law honor we want, but the higher sense of personal ethics that leads a business man to scrupulously perform his contract after he has once made, however he may delay in the making of it, however scrupulous he may be in exacting terms, however careful he may be before he binds himself to the performance of the contract, still, when once made, the unvarying rule that should be for the American business man is to perform the contract both in letter and in spirit. (Applause.)

Why do we need regulations made by the public? The Government doesn't exist except through private

the increase in acreage of small grain, with the increase in the number of agricultural implement houses, with the multiplication of the different occupations that this machinery has brought into being, there is more work, more things can be done, more payrolls are created than there were under the old conditions.

The grain business has very largely developed in that time. Some central exchanges existed before that time, but the larger part of them have been developed in the last 35 years. Not long ago there was a demand for the regulation of the grain business in some of the principal grain producing states of the Union. It has assumed protean forms. Not only has it been proposed to regulate the kind of a contract you would make, but to regulate all the state systems that have grown up of inspecting or grading the grain. Originally this was a business question, the state had nothing to do with it.

Grain Regulation in Illinois.

Taking Illinois as an illustration, prior to 1870 the state had nothing to do with the inspection, the grading or the sale of grain. About that time it was deemed advisable for the state to regulate the inspecting and the grading of grain. This grew up year after year into an accepted business, statutes were enacted by the General Assembly pursuant to the power given in the Constitution that was adopted in 1870. So the business grew from small beginning, when it needed no regulation, until it needed regulation and received it at the hands of the General Assembly of the state.

The grain business grew in other states in the same way. Chicago soon became, and, in a somewhat smaller volume, some cities outside of Chicago, gateways through which the grain trade of the Northwest began to flow. The St. Louis market grew up, the Kansas City market, and in the Northwest Minneapolis as the wheat market. In certain port cities grew the export trade, the Atlantic coast cities, and say two on the Pacific coast, and some on the Mexican Gulf; and those points grew to be known in later years as primary markets. It was here the grain was assembled, collected; they were the distributing points for the surplus grain that left the

producer's hands in the farming areas. These primary markets originally were not subject to regulation; it was only in later years that these regulations came in the form of public laws. Let us see just what the law does and what the limits are. That is of some concern to us in the grain trade as well as in other lines.

How the Trade Rules Grew.

When the grain exchanges grew in this and other states, before any regulation by public authority came, the exchanges were governed by certain rules of their own. Where did you find them? How were they formulated? What were the reasons for their adoption? It was because the average men doing business in a grain exchange or board of trade, or whatever you may call it, had found out that there were certain rules proper to be observed, there were some rules that in equity and good conscience, in pursuance of ordinary business prudence as well as fairness and common justice in dealing with each other, ought to be observed. A grain exchange is not indispensable to the transaction of business, but it is highly convenient. It might be transacted if there were no exchanges, but it would be at a very great disadvantage.

If some arbitrary statute should come along and entirely abolish grain exchanges, prohibit them as being contrary to the public welfare, grain could be bought and sold still; it could be collected at certain points where the advantages are manifest for its distribution, business could still be transacted in the same way, by messenger, by telephone, by word of mouth, by correspondence, but the only purpose of a grain exchange is the collection of this business at some convenient central point, where it may not only be assembled in large quantities, but may be distributed to points where it is needed.

The rules adopted by the original grain exchange, the rules adopted by every board of trade in the country long before any general assembly ever reached out its legislative hand for the purpose of placing regulations over them, were in a great majority of instances sufficient to regulate and enforce, and to cause contracts to be performed properly. The sense of honor, the ability of the exchange to enforce its own rules upon its members were in the early time, and before it grew to its present magnitude, were, in most instances, found entirely sufficient to guarantee fair dealing between its members and all outside who had dealings with its members. Now, why did a statute become necessary? For the same reason that it became necessary in other occupations, or to regulate the relations of one citizen to another in private life.

The Need of a Criminal Code.

Did you ever stop to think about the criminal code? How many in your ward in Peoria, or in your township, if you are a farmer or interested in farming, who burglarize your houses? Maybe nobody in your ward. I hope there is nobody in the ward where I live in Springfield, Ill., a ward with probably 15,000 people in it, a residence ward; we know of no resident burglars. Once in a while some visiting gentry come along and distribute their favors with great impartiality, but they are not a native product, at least we hope not. (Laughter.) How many criminals have you in your neighborhood? Very few, indeed; very few in your county or your community. Then, somebody says, what is the use of having a criminal code? It is because here and there is somebody who won't obey the ordinary impulse of honesty, who won't preserve the peace, won't respect the rights of your person or property.

Some have this somewhat anomalous spectacle, that society frames its penal machinery, builds its Bridewells, its lock-ups, its jails, its penitentiaries, it creates its criminal codes, its force of state or local constabulary, the sheriff's force, in other words, and the constables and the police force within the limits of incorporated cities, and for what purpose? Keeping the 999 law abiding men in order? Not at all. For the purpose of regulating, suppressing, disciplining and protecting the community against the one man in a thousand who won't behave himself. That is the purpose of all law. And so the spectacle is anomalous, I say, when you analyze it, because the overwhelming majority of law abiding men frame statutes and penal machinery and places for the incarceration of offenders, to suppress and prohibit the activities of the comparatively small percentage who may not behave themselves. That is why all this enormous burden is imposed upon the peaceable, law abiding, tax paying property owner of the country.

Now let us apply that to the grain exchanges, to occupations generally that are regulated. All of the members of an exchange, all who sell any grain of any kind and give grade, who are of the kind I mentioned at the beginning, what the American business man ought to be, will deliver grain in accordance with his contract; he will keep faith, he will obey the ordinary rules of business honesty. He will do that without any law, just as you and I will refrain from committing burglary, not because the law prohibits it, but because our inner conscience tells us it is wrong.

There are moral restraints upon the 999 men in society that keep them from committing crime. That moral restraint is the guaranty for public peace and order, that is entirely different from the fear of the non-law abiding man who is kept from committing crime simply because he is afraid the law will reach out and impose penalties upon him.

I wouldn't give very much for a grain man, and wouldn't want to buy very much from him, who is kept

from breaking his contract or from breaking the criminal code of this country, state or national, as the case may be, simply because he is afraid of the law. If he has not inside of him a moral consciousness so that he doesn't want to swindle me, I don't want to do business with him. (Applause.) In other words, we all want to do business with an honest man, not one who is held within the limits of honest dealing by the leashes of the law, by fear of its penalties, but by the better reason, that his mother or his father, or both of them together, raised him to know the difference between right and wrong, and that is the guiding spirit after all.

Now along comes society, along comes the legislature, and for that inconsiderable minority, the one out of a thousand, say, in the grain trade, the one out of a thousand in every one of the private relations in civil society who hasn't behaved himself, the law is framed and administered and enforced as to that one, not for the others, but for him alone. So human society has framed its regulations on the idea that it is only the inconsiderable minority that makes it necessary, not the others.

Suppose we turned that around and thought that the majority of the people in every community were essen-

contracts, generally speaking the successful men, the successful method of doing business.

Suppose I am called upon to frame a bill to regulate the other fellow, to suppress or punish him who won't follow the rules that the great majority follow anyhow, what do we do? Do we create some kind of a code that has nothing to do with the methods of transacting your business, for instance? Never. We take the average rules that are framed by the prudent successful men in the business for the proper regulation and transaction of the business, and make them the statute.

Law Only for the Imprudent.

There is no successful regulation of any essentially private undertaking that departs from the ordinary rules of the successful prudent man who manages the business without a law. What is a banking regulation? Would any prudent banker refrain from keeping enough cash on hand to answer the ordinary purposes of the day's banking business? Would they invest on such long time as to be unable to collect in ordinary commercial banking? Would they invest in improper security? Would they do these things if there were no banking laws, if there were no regulations, no stated examinations? Would it be done? Hardly. No prudent banker, no good banker would do so. It is the same with the grain trade. It does no more than enforce just such rules as the ordinary prudent honest man would himself observe if there were no law. But along comes the one man who won't pay attention to those rules, and you have no way to enforce them except by expelling him from the exchange. Then along comes the Government, or the General Assembly, the lawmaking power of the state, or the Congress, and those rules are uniformly, when they are successful in regulating a private business, enacted into statutes in the state, or into acts of Congress, and just so far as they follow the prudent rules laid down by private persons for the regulation of their own business, just that far when enacted into law they will adequately and sufficiently regulate that same business, without hindering it or crippling it in the transactions day by day of those actually engaged in the business. There is no theory about that; it is only following that safe line of development that always is the forerunner of successful legislation.

Anybody who undertakes to frame a law must always have due regard to the way in which the business is transacted that is proposed to be regulated. For my part, I would rather have public regulation than public ownership of any business that is essentially private in its character (applause). Now, because in some occupations that are impressed with a public interest the Government has successfully intervened to regulate them, is no reason why we should think that the Government can successfully regulate everything.

Bear in mind there are certain occupations that from time immemorial have been impressed with a public interest. Common carriers have, public warehouses have, grain inspection and selling by grades have, as an incident to the modern method of accumulating surplus lines in warehouses, the actual visible supply, they have been impressed with a public interest the same way; the manufacture and sale of gas and electricity for heat, light and power; the sale of water where it still remains in a private company, all of these are impressed with a public interest, even though the occupation itself is private in its character, and is financed with private money and owned by private shareholders, or by private undertaking, whatever form it may assume. We have learned to look upon occupations impressed with a public interest, as a matter of course, subject to public regulation.

Then we have advanced a little farther; we have said that because the Government has successfully and righteously regulated these occupations impressed with a public interest, we ought to regulate everything else, and regulate it drastically; severely, in other words, is to be the watchword, instead of moderately.

Americans Are Extremists.

There is always a danger of overdoing everything. If there is a fault the American people have, it is the vibration between violent extremes. We are familiar with the swing of the pendulum; at first, great public indifference; at first nobody pays any attention; the business goes unregulated for years, certain abuses grow up for the reasons I have indicated, because of the practices of a few people in the community, not of all, a few only, but the few become the low level by which all of us are measured. Then public indignation begins to arise; criticism comes; the public press takes it up, the orator on the curbstone begins, and from a soap box on every corner the statesmen, of various degrees, begin to tell what should be done. Everybody has a remedy.

Every evening as the twilight falls and the street lights are turned on, you can find out almost any place on the corner just what to do to regulate the public welfare and make everybody happy and rich, to have a general divide so that nobody will have too much and nobody too little. Just listen how it can be done. Some want a general divide; some want to regulate a thing until it is regulated to death. Some say the Government shall own all the railways. How are they to get them? Buy them? No, that would make too big a debt. No, we will just regulate them until the stock won't be worth anything; so it won't be worth 10 cents on the dollar, and then the Government can buy it cheap, and will be in the business. I heard that on the corner one night. They said "The railroad is a public undertaking. Hasn't the public a right to regulate it? Certainly. Hasn't the public carrier from time imme-



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tially, in their hearts, dishonest. I will tell you why I know that is not so, even if I did not know it by acquaintance with the great majority of my neighbors, with my associates for the last 35 years; if I drew only the necessary inference that exists between cause and effect, I would know that a community that did not have an overwhelming majority of honest men could not exist. If most of the community were rogues, that community could not live for a moment in a civil compact. Everything would go to pieces. It is only because the great majority of the people are right, and are right in their hearts, that makes it possible for human society in a civil compact to exist year after year and grow stronger rather than weaker.

The State Regulates the Grain Business.

Now what has the legislature done? After 1870 it regulated the conduct of the grain business; it has regulated in this state and in other states that have primary markets, the grading of grain. It has made that grading done by public officers. Sometimes it is not perfect; no human invention is. Sometimes I think it could be improved. It varies from year to year, but, generally speaking, it serves the purpose. It could be better; there is nothing we undertake to do that could not be better, but it goes along year by year, and so the regulation that is made by public authority does for all who are in the business what is necessary to restrain the one who will not obey the ordinary rules he should.

Now, how far can the Government go in this regulation? Here is the rule I have always followed since I have had to do with the framing of statutes in state legislatures or in Congress. I have suggested to you that you make rules for your own Government. These are the rules followed by the average successful man, by the prudent person, by the ones who transact their business in a way that is fair, those who perform their

morial been regulated by the Government? Yes. In Great Britain, when stage coaches were the principal means of conveyance, didn't Parliament regulate them? Yes. Isn't the railroad successor to the stage coach? Yes. Then we can regulate them, and regulate them until they can't do business any more, and then the Government can step in and buy them cheap, it won't cost anything, it won't hurt the tax payer, and then the Government will own the railroads." But there is a little common honesty among some people, even among those in public office (laughter).

Unfriendly Legislation Sometimes Confiscation.

Some have scruples against that method of confiscation. I let slip a word there that might be criticized, but I think I will stick to it. What is the difference between unfriendly legislation until you destroy a business, or nearly so, and then the Government taking it over in its depressed condition, what is the difference between that and confiscating the property for which those who hold shares in the institution have paid value? None at all. One is no more honest than the other, and I insist that the Government of the United States and the governments of the different states shall be just as honest as they require the American citizen to be, and that a public officer should recognize that underlying principle in every commercial undertaking, in every bit of legislation, and until we do there will be something strangely lacking in our legislation.

We have had, and it comes and goes in waves, this vibration of the pendulum back and forth, from the extreme reactionary period to the period of extreme radicalism. That comes and goes. I have seen the time when nobody was criticising anything, say in the last 30 years, we have gone through it about twice, maybe three times, and then comes a period of universal criticism of everything. I have heard that of the grain business.

Not very long ago a bill was proposed to destroy the grain inspection systems of the several states. I spoke of those state systems as being ones of gradual development. They grew. If I may drop back into rather a slang phrase, like Topsy they "just grew," came on, increasing more and more, until finally they reached large proportions indeed in the principal grain collecting centers. The states had gone through the experience. They had made these regulations from time to time; they had fought out their fights, as the people of Illinois did in 1870 in the railroad and warehouse provisions found in the Constitution of that year, and they were adopted on a separate vote; each one of those sections, when the constitution was submitted to a vote on the adoption of the entire instrument, those sections were voted on separately—and I might remark parenthetically they received the largest majority of any of the provisions voted on, or the Constitution itself as an entirety.

These systems have grown up. There were some evils. Now here is where the vibrations of the pendulum began. These evils had continued from time to time; there had been a great deal of criticism of late years, and finally it gathered head, and it drove the pendulum over to the other extreme. It was proposed by a bill to destroy the grain inspection systems of the several states, to literally pull them up by their roots, and substitute for them a grain inspection department of the United States government.

Federal Matters and State Rights.

Let me say that I regarded this as the extreme of regulation, that it was a measure that passed the proper limit of regulation, a measure that went too far in proposing a remedy. First, while I am not probably a radical states rights man, maybe not as much as some of my brethren from the south side of the United States, yet I have a good deal of sympathy with them. I know something about what the powers of a state are. A state in those local matters is sovereign in the exercise of that local governmental power. The United States has nothing to do with those local matters. I would prefer always, other things being equal, if a state can exercise its own power within its limits so as to correct the evil, to have the state correct the evil, rather than to let it be assumed by the general government.

I believe it better for the state to keep any power that has been reserved to it, or not granted away to the general Government, as one of the sovereign powers of local self-government, rather than to create a new department at Washington to administer a new function that the Government has not heretofore undertaken, and of which the necessary effect will be to deprive the state, and let the state alone in the first instance, unless there is some overruling reason why the power should be exercised by the general Government, if it be of a kind that can be taken away from the state at all.

As far as local inspection and grading goes, they cannot be taken away from the state if we keep the grain within the borders of our own state. It is only when we undertake to ship it into the District of Columbia, into some territory of the United States, or crossing a state line, or sending it into the export trade; then the United States, through its plenary power over it, when it crosses these limits it is subject to congressional action; it becomes then a matter for regulation, whether wisely or unwisely depends upon Congress.

Here is another thing—After the state has once parted with it, it will never resume it. It is the general history of the exercise of power by the Federal Government, that when it once undertakes to exercise a power, and creates a department, it never will relinquish the power that once belonged to the state, if it be of the kind that can

be lawfully taken away from the state. I often put it this way, as one of your speakers this morning said, that you find very great difficulty in extinguishing a job. About the only thing that is immortal that a human being can create is a public position; he can create it, but he cannot destroy it. I have tried that in the plenitude of my self-assurance in years past; I used to try to legislate jobs out in the legislature. Did I ever succeed? Never in my life. I have got around sideways and hit it by indirection when nobody was looking, and have killed a considerable payroll, but I had to do it by guess when nobody was looking (laughter). Generally the brigade is on hand, and they are a mighty faithful vigilant lot; and if the Government ever takes a power at Washington, don't console yourselves with the idea that it will ever be returned to the state. It won't.

A Rule to Follow in Certain Cases.

That is introductory to another thing. I think I will say it here, because it is proper to talk to you about it, even if it is a little outside of the grain trade. Suppose the Government undertakes to assume ownership and operation of what is essentially, or has been heretofore, a private undertaking. What shall you do about it? Shall you be for it or against it? I will tell you the



CHAS. AVERY, H. C. GAMAGE, KANSAS CITY

rule I follow, and if you will follow my votes on it whenever it comes up, in whatever body I have been, you will see I have voted along those lines, because I made up my mind that way a good many years ago, and the more I study it and watch its practical operation, I believe this is correct:

In any essentially private undertaking, if private enterprise can furnish the commodity or render the service just as good as the Government can, do not let the Government get hold of it (applause). If it fails, if it cannot do the service, if it doesn't render it as cheaply and as efficiently, or it doesn't give the commodity as well as a public undertaking would do it, if you have thoroughly tested it, then it is time enough for the Government to assume it. When I speak of the Government, I mean the state or municipality. I am opposed to the advancement of public ownership so long as private ownership can serve the general public just as well. If it cannot, then it is time enough to increase the boundaries a little of public ownership.

To go back to the grain business, the bill now pending is a compromise measure. What was known as the McCumber Bill, introduced and advocated by Sen. McCumber of North Dakota and his friends. If that be taken in its extreme form, it utterly destroyed the state systems of grading and inspection. Opposed to that were those who believed in the retention of the state system, rather than its destruction. When it was put up to them in that form, those who opposed the McCumber Bill did so because they had no alternative; they either had to oppose it or vote for a measure, which, if it became operative, totally destroyed the grain inspection system of Illinois, Missouri, Minnesota, such as there is in Wisconsin, Indiana and all the states where there are markets in which there is business enough to lead to the creation of grain exchange and closer inspection.

Between these two alternatives I had to decide, and I opposed the bill named. Together with Senator Knute Nelson of Minnesota, and some of our friends, James A. Reed, of Missouri, and some other senators, we fought this bill. It extended over some four or five weeks. We opposed it on various grounds. Our reasons will be found at length in the *Congressional Record*. Few will ever read it (laughter). The *Congressional Record* is a sort of literary mausoleum; scarcely anybody ever goes there unless he is mourning for something (applause). You can find our reasons set out at length there if you are curious and have any desire to become an antiquarian (laughter). So the bill was beaten. It was beaten not because I ever had an idea that the Government could not properly make a national standard for a given kind of grain, or an entire system for all the merchantable grain that goes into the markets.

In pursuance of a power heretofore granted, and before this Bill came up it was also a power to be exercised by the Secretary of Agriculture, he was authorized to publish standards for the grading of grain; they had reached the point where in 1914 they had promulgated—it became operative, if my memory serves me correctly, on the first day of July, 1914—the standards governing the grading of corn.

Wheat Grading a Complex Problem.

They are working on the standardization of wheat grades, but, as you all know much better than I do, but as we found out on investigation, the grading of wheat is a somewhat more complex problem than the grading of corn. The merchantable corn that comes into the market, and that makes the quotations on the corn market, is raised in a country that is very similar, as to soil, sun, air, average precipitation of rainfall, very much the same merchantable corn comes out of one field that comes out of another, except under special conditions; so that the grading of corn is not so difficult a problem.

We have had more than a year now of that grading. Under that there has been a uniform, say, No. 2 white corn every place in the United States. Anybody that undertakes to sell on that grade, as well as the man who buys, knows what it is. It is the same in California that it is in Maryland. San Francisco knows that grade of corn just as well as the exporter does in Baltimore or New York. That standardization is proper. That is a nationalization of the grade on a product that is universal in all the markets in the United States.

The same thing is true of every marketable grain that comes into our markets, either for domestic consumption or for the foreign trade. When the United States, through Congressional action, has authorized the Secretary of Agriculture to prepare and publish those grades of grain, my judgment is that we have gone far enough in that direction. When that is done, outside of the supervision of how the grain is inspected so as to bring it up to these grades promulgated by the general government, the Government need do no more. They can license already those who are properly informed, so that they are fit inspectors. It can, as provided in the Bill of which Mr. Moss spoke this morning, provide for the licensing of inspectors; that simply adopts, then, all the inspection force of the several states of the Union in which there are inspection systems. That does no violence to the conditions existing now; does no violence to the system in this state, none to the system of wheat inspection in Minnesota, or in Kansas, or any grain market of the country, where the grades are required as a necessary prerequisite to transactions in it. When that is done, our state inspection system remains.

It is possible that the Government may assume more power. I believe it has the constitutional right to do so, acting through an appropriate act of Congress. It will, however, assume no power on one condition. That condition must be that these several state inspection systems shall zealously in their inspections conform to the grades and the method of business prescribed by the general Government, to equalize these different grades of corn throughout the United States. When that is done, the state inspection systems will remain indefinitely. And I think that is what should be done, and I believe is what will be done (applause).

An Equalizing Effect on the Markets.

In that event no state system will be destroyed, there will be no sudden wrenching of the method of doing business, there will be no embarrassment, no hindrance, no delay of any kind in the markets of the country, when the system is sought to be made effective by which the state inspections will grade up to these standards fixed by the general Government; it will have an equalizing effect upon the general markets of the country.

There was, as you well know, better than I do—I found it only from investigation when it became a matter of duty to investigate so that I might take as intelligent action as I could for myself on it—that there were some very wide differences in the grading of grain. The different requirements for a given grade of grain varied in the different states, so that what might be a given grade in one state was not always the same grade in another state. Then a good deal of complaint arose because of the practices of the few men who did not conduct their business properly. I think I speak well within the truth when I say that every legitimate grain dealer in this country was under suspicion.

By improper methods, certain grain dealers, who had acted to their own profit and but little short of most flagrant dishonesty in handling grain, their standard of doing business was visited upon all the grain dealers of

the country, so that when we met the criticism it was not a few instances that occurred of dishonest conduct, but it was a general wholesale broadside against every grain dealer in the country, that they were all a collection of dishonest men, and the only way to break them up in their nefarious practices was by an act of Congress that would totally pull up the state inspection systems, abolish the grain exchanges and boards of trade through the state in which the business was collected, and so get at the evil in that severely destructive way. We had to meet that criticism.

The moisture content, I remember, was made a very great bone of contention. I heard about that for nearly a week, until I fairly heard it echo in my dreams, and then we found out it was not always the rascals in the world that caused that, but sometimes it was a change in the climate or the elevation, or going down on the coast. Somebody said "Why, it can't take in that much moisture. It won't do it that quick." I said to my beloved friend who was a dweller in cities, "Did you ever live on a farm?" "No." "Well, I had the good fortune to spend the first 23 years of my life on a farm in Illinois."

Boots and Oats.

I remember the old days when we had cowhide boots; we didn't have plough shoes in those days. They would get reasonably wet, and in the morning they would dry, and it wasn't always a summer holiday getting them on before we went out to do the chores. I remember how we used to improve that. We used to fill our boots up with dry oats at night, and in the morning the oats were fit for market. (Laughter). If you can soak the water out of your boots with dry oats over night, what will happen when they are shipped to Baltimore, and stand for 24 hours on the seacoast, where there is plenty of moisture in the air and the hygrometer shows great humidity. I do not believe the rascals are doing all of it. Maybe Mother Nature has a hand in it. And we investigated, and we found that some of those charges of rascality were exploded upon changed physical conditions.

Those things will become better known, and instead of charging the whole grain trade with being dishonest, we will put the responsibility where it belongs. These regulations will come along when the grain is made of standard grades, and the systems grade up to that, and then any offender will be shut out of the interstate trade. I believe if grain were denied entrance into the interstate market, it would be such a handicap that no man would take the risk of going contrary to the Government regulations; I believe it will be a most effective preventive of any improper practices, because no one wants a disability attached to his grain, preventing him from using it in the foreign or export or interstate trade.

Mr. Moss told this morning the truthful reason why the Moss Bill did not pass the Senate. It came over late; if I remember right, it came to the Senate out of the other branch of the National Legislature about the 19th of February. Just at that time the Senate was busy, very busy. I will tell you why. You will remember what I said a while ago about the Government undertaking private enterprises when there isn't any real use of it. The Shipping Bill was up then. The Government was going into the boat building and ocean freight and passenger business. I was against that for the reasons I gave you, that I didn't want to extend the Government operations until it was shown private enterprise could not do it. I voted against it.

The Moss Bill Held Back.

When the grain bill came over to the Senate and went into the Committee, we were then in the midst of a vote on the Shipping Bill. Mr. Moss didn't state it quite strongly enough. He isn't to blame, his colleagues are not to blame; I don't know that any particular criticism could be attached to anybody in the Senate, because we were then engaged, all of us that believed as I believed, in beating the Shipping Bill, and we were putting in our time on that. I said we were putting in our time. I speak advisedly when I say that we were putting in all the time from January until noon the fourth day of March talking about the shipping bill. Some of our critics called it a filibuster. I don't care what you call it; we beat the bill (laughter). It wasn't strictly a party division, because I think I do no violence to anybody's political convictions. I am particularly sure that is so, because the contingent of Democratic senators joined with certain Republican senators and beat it, and certain Republican senators joined with the remaining Democratic senators in order to pass the bill.

We fought it because we didn't think the Government should invest \$40,000,000 in building merchant ships for carrying passengers and freight, incur that expense, until the lines were established, until a profitable freight and passenger business had been built up, and then the Government was, by the terms of the bill, obliged to sell the business to some private enterprise, and retire inevitably at a loss. That was one idea.

Another idea was that if you are going to build up and promote a private shipping line for the oversea trade at the public expense, you might just as well call it a subsidy or a mail contract, and be done with it. I always like to call things by their right names. I don't care about the ethics of legislation; when it comes to specific things, we should call them by their right names, and I do not believe in putting \$40,000,000 in a shipping bill, and start the Government in a business, and as soon as it becomes successful sell it out to some private company. I would rather subsidize that private company

at the start and let everybody know what we were doing, and not wait for five or ten years until we work it out in that way. I am not trying to settle that question now; we will settle it when we get to it; but that is the reason we did not get to the Moss Bill.

I have made some inquiry about it, and I believe I am correct in saying that the opinion of your Association is in favor of this bill. I believe this bill constitutes what nearly all hard fought legislation is, a fair concession from both sides, and an honest compromise in a workable measure that will produce the maximum of good and the minimum of derangement to the existing method of transacting business. I believe, in other words, that you will get the grading, the standardization, you will require every state inspection system to inspect up to those standards, and you will have a uniformity of grain grades in the country so far as human skill and knowledge of the business will give it to you under this bill, and that Congress without doubt will speedily pass it at the 64th Session, and will end this much mooted question. Some kind of legislation is inevitable, and it seems that this bill is a fair, reasonable ground upon which the various divergent opinions may unite to the end that the greatest measure of good may be had.

I congratulate those who have been instrumental among the grain dealers in arriving at this successful



E. M. WAYNE, DELAVAN, ILL.

conclusion, and I congratulate those in the committees in the House and the Senate as well who have been charged with that responsibility, who have met the grain dealers in common council for the purpose of adjusting this controverted question. Now I have no manuscript; if I had, when I finished the manuscript I would end the speech. Every offhand talker lacks terminal facilities, and I am usually careful to keep myself within my time.

I thank you gentlemen of the Grain Dealers' National Association for the invitation to be here. I am sure I have enjoyed these few hours with you, and I expect when the 64th Congress convenes to see some of you in Washington. You came there in years past during the two and a half years I have been a member of that body, for proper purposes. I do not regard any of you as part or parcel of an offensive lobby. I am not afraid of a lobbyist myself. I never saw one that did me any damage (laughter).

The Latch String Out.

They took me down before the Senate Investigating Committee, put me under oath, and wanted to know if anybody had been lobbying with me. I said "Define a lobbyist for me, and I will try to tell you." They gave me the definition, and I said "Yes, some men have been talking to me about their business as affected by legislation." They said "How many of them?" I said "I have prepared a list of them who came from all over my own country and some of the states outside, and I have 998 here, with their names and post office addresses, and the business they wished to see me about." "Did they disturb you?" "No. I just threw the door open and was glad to see them, any of them, whether they came from Illinois or not. Some were from St. Louis, some from Minnesota, from all over this Middle West country," and I said further "Whenever it reaches a point that I can't throw my doors open to an American citizen whose business is being affected by legislation, I don't want to hold public office any longer. I want to keep an open door for every American citizen to come in and talk to me, and tell me the accurate information he has about his business before we undertake to change it by legislation" (applause).

So the grain men have a right to come to Washington and present their views on these questions, as they did in 1913 and 1914, and I trust if any conditions shall make it necessary, or if you think it prudent in order

to avoid any untoward action, and you send your representatives either of the state or your National Association to Washington, that you will feel that you will find one senator with an open door asking you to present any views you may have on pending legislation that affects the grain trade. (Applause.)

The President: We will next have the report of the Trade Rules Committee, Mr. J. W. Radford, Chairman.

REPORT OF TRADE RULES COMMITTEE

Mr. Radford read the following report:

Your Trade Rules Committee would respectfully submit the following brief report: During the past year the secretary has submitted to the committee 21 inquiries covering the application of the Trade Rules and also concerning the various customs and practices that prevail in the different markets. These inquiries have come from twenty different points indicating the general use of the Trade Rules. The small number of these inquiries as compared to the volume of the business done during the year would indicate that the grain trade as a whole is being transacted along lines that are fair and equitable both to buyer and seller. Copies of the various inquiries and their answers are on file with your secretary.

August 9, the secretary sent out a letter to the various markets and dealers asking that any suggestions as to changes or additions to the Trade Rules for their improvement would be considered by the committee. In response to this letter, the Louisville Board of Trade has proposed an addition to Rule 5, as follows:

"First half of the month shipment construed as taking in the first fifteen (15) calendar days."

Also received a letter from Director Wallace M. Bell, of Milwaukee, suggesting that the Trade Rules Committee consider the advisability of changing Rule 32, governing the size of carloads, in view of the changed business conditions.

Rule 32 provides that carloads shall consist of bushels as follows: Wheat, shelled corn, rye, barley, each 1,000 bushels, ear corn 700 bushels, oats 1,500 bushels. The rules of the Chicago Board of Trade provide for the same amounts.

The Weighing Department of the Chicago Board of Trade advises that for 1913 the average of all cars of grain weighed was 1,350 bushels; for 1914, 1,366 bushels, and the approximate weights for 1914 were: Wheat, 1,250 bushels; corn, 1,400 bushels; oats, 1,850 bushels; rye, 1,100 bushels; barley, 1,400 bushels.

Change in Car Capacity.

Howard, Bartels Red Book shows the approximate weights for cars, 1913, at Chicago: Wheat, 1,400 bushels; corn, 1,500 bushels; oats, 2,000 bushels; rye, 1,000 bushels; barley, 1,500 bushels; flaxseed, 1,000 bushels.

Inasmuch as the capacity of freight cars has been materially increased since Rule 32 was adopted, it is a question whether the contents of cars of various kinds of grains should be changed to comply more closely with the actual conditions prevailing.

There was no question raised in the inquiries during the past year as to the price, but all the questions arose concerning the terms and conditions of sale or delivery. From this, it is evident that the trade generally do not analyze other conditions of the transaction as closely as they do the price. Your committee would respectfully suggest that the terms and conditions governing the purchase and sale be closely analyzed prior to the confirmation of the contract, which would save considerable grief and annoyance to all parties concerned.

Mr. Radford: I move the adoption of the suggestion of the Louisville Board of Trade. (Seconded by Mr. Graff).

Mr. Custenborder: I move the report be received, and that it be now open for further discussion in relation to the questions raised by the chairman.

Mr. Radford: I will accept that in substitution for my motion. (Seconded by Mr. Graff, and carried).

Mr. Custenborder: I move that the recommendation of the Trade Rules Committee in reference to the suggestion of the Louisville Board of Trade be adopted. (Seconded by Mr. Dorsey).

Mr. Elkenberry: In view of the fact that it designates 15 days, I want to bring out clearly the first statement in the article that the days are counted exclusive of Sundays. I understand it to be fifteen days for the first half. Has the committee considered a month comprised of 31 days?

Mr. Radford: Yes, sir. The object is to make it definite so that there will be no dispute.

Mr. Merrill: This question of time of shipment is one that has engaged the attention of this Association at its conventions for some years. It also has engaged the attention of the directorates of the several exchanges to a greater or less degree. Following the Omaha Convention of this Association, the matter was brought to the attention of the directorate of the Chicago Board of Trade. It was raised because of misunderstandings growing out of the use of the words "immediate," "quick" and "prompt." Men not well acquainted with those trade terms, giving the dictionary meanings to these words, especially to the word "prompt," felt that they had been imposed upon, and that an undue advantage had been taken when wiring or accepting on the terms of prompt shipment, if the shipment was delayed to the extreme end of the ten days, and at one time that term was defined as excluding Sundays and holidays. The Chicago Board of Trade directorate dis-

cussed the question at length, and formulated a rule which was adopted. I have no idea that the Directorate will reformulate that rule, that the rule as it now is will stand, and because it is a large market I believe that rule should have some influence in guiding you on this matter. No one has ever filed a complaint since this rule was adopted. It is so clear in its language that all may understand it, and it prevents disputes, and prevention, of course, is always better than cure at the hands of the Arbitration or other committee.

Mr. Radford: I think the Grain Dealers' National Association had the same rule at one time, but it was changed to the form it now is. I want also to call attention, in reply to Mr. Merrill, to Rule 2 (b). If the trade cares to specify stated days, 10, 15, 30, and so on, which personally I think is better, it would obtain in a market like Chicago. There has never been a complaint or a request come from any of the large terminal markets where the rules are understood and applied and used all the time, but the trade rules for this Association have covered a great many of the small distributing points that are not exactly construed as terminal markets. Grain may originate at a small point, and go through a gateway, and therefore the rules that could be applied in a terminal market would probably require some test in that kind of small terminal market. As far as the committee is concerned, and I think Mr. Green will agree with me, this rule can be changed to comply with the Chicago rule, if you think best.

Mr. Cusenboder: The reason I made that motion was because of our experience. I am well aware of the Chicago Board of Trade rule mentioned by Mr. Merrill, but, unfortunately, there are many trades made that are not governed by exchange rules whatever. This rule originated in the South, and apparently it has done well in the Southern trade. I believe that would take care of the first half of the month and last half of the month shipments, and would meet that condition in the trade that has given us a great deal of trouble in arbitration matters.

Mr. Forbell: Mr. Merrill, what interpretation is given in the Chicago rules of first half of the month shipment?

Mr. Merrill: The rules are silent in defining first half of the month. It is a term not even used in this rule. Under the rules, then, a man must give the number of days, and they shall mean calendar days, not including the day of the receipt of the order. That might be received at 6 o'clock in the afternoon, and it would be unfair to count it as a day. Before we had this rule we had all kinds of questions arising; since we have had it, we never have had one. I think there is much to be said in favor of lucidity and uniformity. The rules should be clear and distinct in their statements, so that all who read them may understand them easily, and uniformity throughout the country in the grain trade is most desirable.

Mr. Brandels: I do not think there is any difference of opinion as to the meaning of the terms "immediate," "quick" and "prompt." The question is as to the first half of the month. I do not think it is material particularly how you construe it, except that it should be construed now in some particular way, and I think this idea of making the first half of the month fifteen days, irrespective of how many days there may be in the month, running from 28 to 31, will meet the question. We might add that the last half of the month shall be construed as the remaining days in whatever month it may be. It is just a question of getting it exact.

Mr. Bennett: I want to urge uniformity in these rules on behalf of the country shipper. He ships to one market and then when he ships to another he finds the rules are not uniform. We have a case at present, where a shipper sold on five days shipment. There was nothing said about the rules of that market. He shipped within five days, but his notification did not reach the buyer in that terminal market until after the day of expiration, and he is informed by the buyer that under the rules of that exchange his car number must be in the hands of the buyer before the date of expiration, and he is charged up with a heavy discount. We are going to oppose the proposition. We believe the shipper has fulfilled his contract. There was nothing said in the contract about that rule, and I do not believe a terminal market can make a rule and affect a contract, unless that rule is specified in the contract.

Mr. Dorsey: Inasmuch as many trades are made for the first and last halves of the month, and especially in the South it won't hurt to define it. This just fixes the time. It won't affect Chicago or any of those markets that don't deal in the first and last halves of the month and that is the reason I favor it. It does away with any grounds of contention and settles the thing beforehand. (Mr. Cusenboder's motion carried).

Mr. Brandels: Shouldn't we include also the last half of the month as the remaining days, whatever they are?

Mr. Radford: I think that would be well.

Mr. Brandels: Then I will move that be done.

Mr. Cusenboder: I will accept that and make it a part of my motion.

Mr. Radford: Do we wish to change the contents of the car? The present rule calls for a thousand bushels as a carload of everything except oats, and 1,500 bushels of them. As I understand, in the terminal market the car load unit is used but very seldom, and when it is used it is as stated as contents, but we received several letters suggesting this change, and we thought we would present it to you.

Mr. Goemann: I believe we should wait until we get

the report of the Transportation Committee bearing on that subject.

The President: I believe that is a good suggestion, because there are some things in their report that touch this subject, and with your permission we will hold in abeyance the adoption of this report until the Transportation Committee has reported.

Mr. Bennett: I wish to call attention to Rule 25. This is under the head of terminal market sales, and if I correctly understand it, it simply means the grain shall be billed out of these terminals, but the Kansas Grain Dealers' Association have adopted the National Trade Rules in their entirety, and one of the country shippers in Kansas has the idea that that shipment should be billed from the point from which it is sold, and he refers in his correspondence to "sales made out of any terminal market." He wishes to construe that as outside of the terminal market.

Mr. Radford: We have had some similar inquiries, and it all goes back to that first question of not under-



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standing the terms of the contract. We have had contracts submitted to us with absolutely no destination in them, simply shippers' weights or certified weights. I take it under this rule, because the sale is made out of a terminal market, it doesn't necessarily follow that the grain must come from that point.

Mr. Bennett: It says "sales made out of any particular market," and then, farther down, it says "the shipment shall be made from the point from which sold." If a shipment were sold from St. Louis, the reading of this would indicate it should be made from St. Louis.

Mr. Radford: But the rule itself is under the head of terminal markets. You are getting into pretty deep water when you decide what is a terminal market. Where would that rule apply? Was this point where you made the sale a terminal market?

Mr. Bennett: No; the purchase was made at Topeka. That is not called a terminal market, but that is the construction the shipper wishes to put on it, and the shipper contends that shipping from that point filled the contract; on the other hand, the purchaser insisted that it should be from the point from which sold, that that would be the point of origin.

Mr. Radford: I would like to have some of these wise gentlemen here interpret that. I am no lawyer.

Mr. Bennett: We have had some experience along this line, and we contended, when we bought for prompt, quick or immediate shipment from sellers at Minneapolis it should be understood that was for shipment from Minneapolis, and that a shipment from the country beyond Minneapolis would not fill the contract. I think that is probably what the gentleman from Kansas wants to know. If a man in southern or eastern Kansas buys from Topeka, he doesn't want shipment from some point in northwestern Kansas that must come through Topeka to get to him. In our confirmations with Minneapolis since the question first arose, we have added shipments within three or five days from Minneapolis, so as to avoid any misunderstanding.

Mr. Cusenboder: In 1892 was the noted case of Halliday v. Cusenboder, which involved 25,000 bushels of oats sold out of Des Moines, Iowa, within a certain specified shipping time, which shipment was started within the shipping time from a point west of Des Moines, and which carloads came into Des Moines after the ten days were up, or the specified time. Your committee decided that because that property was put through a cleaning house near Des Moines, that the time of shipment west of that cleaning house had nothing to do with it, because the shipping of the property from the cleaning house was after the ten days were up. That case was appealed to the Directorate, and the decision of the Arbitration Committee was sustained, and that verdict was that the property was not shipped within the shipping time, because the trade was made from Des Moines, the cleaning house was in Des Moines, and Des Moines was the basis of the contract as to the time and place from where the shipment was to come. That has been cited since in case after case, and if my memory is correct, it was spoken of at the following convention, I spoke of the case, and was applauded after it was all over for the correctness of the decision.

Mr. Bennett: This purchase was made by a party in Topeka from a party who lives or transacts his business in Wichita. The Wichita man has some country stations. The grain was to be billed to Minneapolis. His shipment from one of his stations was made before the contract expired; the grain was billed to Wichita. Three days after the contract expired it was billed from Wichita to Minneapolis.

The President: I believe these questions could be settled better if this whole matter were referred back to the committee and let them report on them tomorrow morning. You gentlemen here can see Mr. Radford and his committee in the meantime and thresh these things out. If there is no objection, that course will be pursued.

Mr. Radford: We should be glad to hold a meeting and have these gentlemen appear and go over these things with us.

The President: It is a pleasure for me to introduce to you Prof. G. I. Christie, of the Department of Agriculture Extension, Purdue University, Lafayette, Indiana. I have heard Prof. Christie, and I know that he knows absolutely what he is talking about, and I think we are very fortunate indeed to have him with us this day to discuss this important question. He will address us on "Corn" (applause).

ADDRESS OF PROF. CHRISTIE ON "CORN"

Professor Christie spoke as follows:

I feel very much like the man they spoke of in Chicago recently in the University Club. They hung in the club rooms the picture of one of their very prominent lawyers, a life-sized painting, and after it was hung a number of his friends were invited up to see it. The lawyer had assumed an attitude something like this (both hands in pockets), and one fellow said "Isn't it natural?" And the other said "No, he has his hands in his own pockets" (laughter). So it would seem, with the senators and representatives and men from other lines of business that you have had on your program, that perhaps I am not in a natural place, that I am just a little out of my line, a college professor coming to a body of grain dealers, interested in the office side of handling of grain and marketing problems.

We in Indiana, in our experiment station, are taking up a line of work which we believe is of interest to the business men. Some of our people claim we are a little conservative, that we are looking for the little things, that we are trying to save in small ways. It is told of one of our institute workers recently, who gave a talk on conservation and what the farmer could do to stop the leaks and save the little things, that he made a very impressive talk, and after he had finished a number of the people came up to tell him how much they appreciated it. Among the crowd were two or three ladies, and as they were talking he noticed a string, and he reached down and picked it up, and he found quite a length of it, and started to wind it up, and the ball got larger and larger, and pretty soon one of the women turned to her friend and said "I do believe he has my union suit" (laughter).

Now, we don't want to feel that in this business in which we are engaged, in the financial side of it, we are taking anything from the farmer that belongs to any one else, but I believe it is important that we try to point out to the farmer, through the business men and through the agricultural institutes, just what the farmer's problem is.

Acreage and Yield.

I want to call attention to a few of the great states of the Middle West that run a tremendous acreage: Ohio, 3,500,000 acres; Illinois, 10,000,000 acres; Iowa, 10,000,000 acres; Nebraska, 7,000,000 acres; Kansas, 5,000,000 acres; Missouri, 7,000,000 acres; Indiana, 4,000,000 acres; Michigan, 1,750,000 acres.

You see there is a tremendous acreage of land given over to the growing of corn. When you look at the other side of it, we find the average yield per acre for the last ten years, from 1905 to 1914: Ohio, 38.7 bushels; Indiana, 37.1 bushels; Michigan, 33.7 bushels; Illinois, 34.7 bushels; Nebraska, 34.0 bushels; Kansas, 19.8 bushels; Missouri, 28.1 bushels.

You find that the average yield in Ohio is high. Indiana next, then Illinois and Iowa, which are claimed

to be the greatest corn states in the country, running down from 34 bushels, and the question I want to raise is: We have places in this state, in our state, in Iowa and the other states, where the farmers are growing much higher yields than this, growing 60, 70, 80; we have men in our state the last few years that have been growing over 100 bushels of corn to the acre. If you put that on a scale and draw a line across your sheet of paper, we find that the average yield per acre was 35 or 37 bushels per acre, and then we find the man on the scale that grows 40, 50, 60, 70, 80, 90 and 100 bushels to the acre away up above that, and in order to bring these fellows with those high yields down to the point where you have 37 bushels, what must you do? You must get down and find farmers that are growing 20 and 15 and 10 bushels to the acre. We must have those yields down there added to these up here, and divide by your acreage, to bring this down to 37 for the average. And so, while we have these men all over the country growing 60, 70, 80, 90 and so on, we have hundreds and thousands of farmers growing 15 and 20 bushels to the acre, which is not a thing to be proud of, which is not a profitable practice in the interest of this country.

Cost of Production.

Then too we have a cost of production that must be considered. We are finding it costs in the neighborhood of \$13 to raise an acre of corn, and perhaps it will be something nearer \$15 when we get to the facts. That is 30 bushels at 50 cents a bushel. The men growing 60 and 70 bushels have a margin far above the cost of production, but the man with 20, 15 and 10 bushels, when it is costing him from \$12 to \$15 to raise that corn, you can see is paying for the fun of growing that crop, and he is the fellow we must get hold of, and by raising the average yield all over the state we will increase the total amount of corn and increase the wealth.

I would like to discuss with you, not because I think you are going to grow corn, but because I believe no man can do more to influence the farmer than the grain dealer, who has an opportunity to talk to these men practically every day and month in the year. We are starting in Indiana this week a seed corn selection campaign. The Governor has proclaimed October 15 as Seed Corn Day; the business men are closing their shops next Friday, the women in the little churches in the country will give dinners, and the business men are coming out to eat dinner with the farmer, and then they are going into the corn fields of our communities and help to select the corn. We said to the farmers "Get the business men out. They may not be able to select good ears of corn, but they will be helpful in packing those ears down to the barn, and they will be good company; they can do a lot to inspire our people to do the thing right at the right time."

Selecting Seed Corn.

A lot of fellows will say that they select their seed corn at general harvest, and always have a good stand. In our experimental work we have been selecting corn about the 15th of October, storing it properly, and then selecting more in November, at the time of general harvest, and we find in our experiments that that corn selected early, after it was matured, but before the heavy frost, tested out 100 per cent germination in the spring, and that the corn selected in November and stored properly only reached 86 per cent, 14 per cent difference between the corn selected early and that selected late. The last test was run in the fall of 1914, when corn should have been mature and dry, if it ever hoped to be in the history of our state, because we had a late dry fall, a chance for the corn to mature, and our figures show that corn was not true and strong in the spring.

If we go into the fields today, we find these figures of ours were not nearly bad enough, that we have the stand of corn around the state running 70 per cent, and that means, where we have a large corn field of five million acres, and you have 70 good, that 30 per cent or a million acres of this great cornfield in Indiana this year is not producing a bushel of corn. The farmers have ploughed it, have put high priced seed on it, have fertilized that land and worked it, and are not getting a bushel of corn from it. If you want to verify that, go out and count the stalks of corn in 100 hills over the fields. Further we find that from 4 to 12 per cent of those stalks that we do find in the fields have no ears of corn on them at all, and many of us cannot understand that.

I have been trying to tell our people for quite awhile that we have been allowing barren stalks to grow in our fields, and that some day we would reap the reward, and we are getting it now. Last year was dry in many sections, and because of lack of moisture stalks of corn started in a strong way but when the time to produce the ear came they couldn't produce the ear, but went on and produced a nice strong tassel, with millions of pollen grains, and they have swept over and fertilized the grains on the good ears. We did not select an ear from that barren stalk, but we got an ear with grains fertilized from that barren stalk, and that was the ear we planted, and this year we have those grains, the father of which was a barren stalk, and the tendency is strong in that grain of corn to be barren, and when there were conditions favorable to that stalk going barren, it has gone barren, and we find this year, with fertility in the soil and large amounts of moisture, a high percentage of stalks of corn going

barren, and that will continue so long as the farmers go on the regular routine of planting their corn from seed that comes from the general stand without any selection.

We must select corn from the field in the fall, get it out early, save it during the winter, and in the spring test it for vitality, and, further, we must have a seed corn patch, where these barren stalks can be removed and that pollenization be prevented, in order to strengthen up the seed corn we are going to plant.

These are general principles, not new ideas, and I want to impress you now that the problem all over this Central West is before the farmers as it never was before because of this cold, wet, backward season, corn



MARSHALL HALL, ST. LOUIS, MO.

that is immature and full of moisture, the hard frozes are coming on in a few days, and if our seed corn is not out of the field, it will suffer, and if we do not have good seed corn next spring, we cannot have a good stand or crop, a profitable crop of corn, or the surplus to be handled by our grain dealers. So it is important we think of this thing and that you give such attention to it as you can when you get back home.

The Business Side of Corn Growing.

Now as to the business side of this corn growing. I thought you would like to know what was going on over the country, and I wrote to our experiment sta-



PRES. CANBY, CHICAGO BOARD OF TRADE

tions in all the states of the Central West, and asked them to give me the figures they had gathered from experimental and survey work on the cost of producing an acre of corn in their states. What answer do you think I got? I had two answers that gave me any figures relative to cost of production. I had answers from all the other states, and they said "Up to this time we haven't made any study of the cost of producing an acre of corn." Here we are in this great business in 1915 of growing millions of acres of corn, the greatest business, we claim, of all agriculture in this Middle West, and yet we haven't stopped to find out what it has cost us to produce an acre of corn.

Where would the average business man land if he simply rushed ahead with his business, and failed to pay any attention to the cost of production or operating his business? We cannot, and agriculture cannot

stand and the farmers cannot go ahead any more in their business if they do not begin to think of what it costs them to produce an acre of corn. Think of this great State of Illinois, with all the great work you have done with soils and crops, and the great talk that has gone out through our experiment stations, and they say to me they have never figured out what it costs to produce an acre of corn in Illinois, and the same in Iowa and in Missouri. Michigan has some figures; they are not real accurate. Ohio has some, and Indiana has some; they are better than we have in the other states, they are a start at least, and with a start perhaps we will get a little farther year by year and get on an accurate basis.

In Michigan their figures are as follows: Ploughing the land, \$1.63; harrowing, \$1.70; seed, 38 cents; planting, 33 cents; cultivation, \$1.63; husking, \$2.50; marketing, \$2.15; use of machinery, \$1.48; rent of land, \$4.50; total cost, \$15.90.

You can't rent land in Indiana for \$4.50, or in Illinois. Their average yield per acre in Michigan is 33.7 bushels, and the cost per bushel is 47.2 cents. That is what the average farmer with an average yield must have when he delivers his corn to your elevator, 47.2 cents, before he can figure he is getting any profit on the bushel of corn he is marketing with you.

Farmers Face a Deficit.

In Ohio they figure it costs them \$14.94, and with an average yield of 38.7, the cost per bushel would be 38.6 cents. In Indiana our cost is still a little less, because we do not take into consideration the use of our machinery. We, however, raise the price of our land a little, our seed costs a little more, and we put in \$1.50 for commercial fertilizer or barnyard manure or any other fertilizer which we use, which they haven't taken into consideration, and with us the cost runs \$13.49 per acre. With an average yield of 37.1 bushels, we get a cost per bushel of 36.4 cents. Now how much corn should we grow per acre? We find that in Ohio, Indiana, Illinois and Iowa, we plant our corn about 3½ feet apart both ways; that will give us 3,500 hills to the acre, and two stalks in a hill make about 7,000 stalks, and put a good ear of corn on each, which we can grow, it will weigh about a pound, and that is 7,000 pounds of corn, and at 70 pounds to the bushel we should get 100 bushels to the acre, and I got from the Indiana Corn Growers' Association a gold medal for growing these 100 bushels on paper, for figuring it out and growing it on paper (laughter). I said "We can grow it on paper and we can grow it in the field, and we are going to demonstrate it to the individual farmers. We don't want to grow it on one acre, but we want to grow it on five acres under field conditions. We will go out and see if we cannot produce 100 bushels to the acre."

Last year we had 238 men enter the five-acre test, the drought came on, we had awfully bad conditions in many parts of Indiana, but with all that 21 of those men went over 100 bushels of corn to the acre on a five-acre plot, and 7 of those men made that yield with a ten-acre field, so that we did prove we could grow 100 bushels to an acre. One man grew 110.97 bushels, another got 108, another 106, and so they ran down, getting low yields in that test as well as high. The point I wanted to make was that we could grow 100 bushels to the acre. The Corn Growers' Association said "It doesn't matter what premiums are offered in your county, it doesn't matter how you get that yield, if you hoe every stalk, and carry water with a watering can, every man that will make 100 bushels of corn to the acre we will give a gold medal and make him a member of the '100 Corn Club' of our State," and 21 men made it last year. This year 600 men are in the contest, and 100 more will join the contest next season. We have the 100 bushel yields there, and we will go on year by year adding to that number until a corn grower will be ashamed of himself if he hasn't grown 100 bushels of corn to the acre (applause). If one man can grow 100 bushels, then another can, and if he cannot grow it this year, he will grow somewhere near it next year. We have been going along growing corn year after year and have been satisfied with these low yields.

The Profit in Corn.

Another interesting thing is, what does it cost to produce that acre of corn where you have 100 bushels to the acre? Where this man grew 110.97, instead of it costing \$13.49 to produce the acre, the average, it cost this man \$19.16, and when I told that to the farmers of the state last fall, one grange man got up and said "Just what I thought. You could grow 100 bushels of corn, but see how much more it has cost you." He said "I could grow it too if I bought fertilizer," and then he cited the case of a man in Maryland who grew a thousand bushels of potatoes, but it cost him \$100 for fertilizer. I said "Hold on; let us see. It does not matter how much money we spend. If we get the dollar back. These 110 bushels cost \$19.16, but it only cost 17.1 cents to produce a bushel, where with the average of the state it costs 36 cents. Here is a man that it cost \$17.80, but as he only grew 57 bushels, it cost him 26.2 to produce a bushel of corn, nearly nine cents more than it did the man with the 110 bushels." Now you fellows who figure on ¼ and ½ cents know what nine cents a bushel would mean on a corn crop (laughter).

Another thing: in these 238 we took the men between 50 and 60 bushels; it cost them \$15.80 or 30

cents a bushel to produce the corn, from 60 to 70, 24.8; 70 to 80, 22.8; 80 to 90, 19.4; 90 to 100, 18.7, and when it got over 100 it went down to 15.6. This is for Bartholomew County, Indiana. Now isn't that worth something?

Who Gets the Profit?

We have a number of grain dealers here who helped us run a corn train in Indiana over the Monon Route. When that train started out we had a great organization in the city of Indianapolis that said "Gentlemen, that is going to ruin business for the farmers. If you go out here preaching more grain, then we will never have our fingers on the grain so that we can make them pay higher prices. The way to get higher prices is to cut down the yield, and then we will make the markets pay more money." And they sent their emissaries up and down ahead of that train, and thousands of letters were sent to the farmers, telling them to stay at home, because those Purdue fellows and the grain dealers wanted a lot of grain and would cut down the price, and they wouldn't make any money. They couldn't have advertised that train any better, because you arouse curiosity and they will come out, and the farmers came out in great numbers, and we had a chance to talk to them. You hear that every day at your elevators and on the market, the farmers are talking about higher prices, they want more money for their grain, their corn, they want two cents on this and five on that.

If you haven't started the work in your state, start it now. Is there any better argument for you, when a man comes and says "I must have more money for my grain" than for you to turn around and say "What have you done yourself to get more profit on that bushel of corn? Are you charging yourself up with 30 cents for producing it, or have you put it down to 15 cents?" See what it means, the difference between 15 and 30 cents in producing a bushel of corn. That is net profit in the pockets of the farmer, not the grain dealer.

I believe the greatest piece of work to be done in connection with corn growing is to study the cost of production and how to reduce that, so that we will not be talking about getting a higher price, so that the man in the city will have to pay more for his food. Whenever we increase the price of corn, we make more trouble for the workingman. I don't think we should increase the price of corn or wheat. The farmer deserves all he is getting, but I believe the farmer should be called upon to do his part in making that net profit on that bushel just as well as to call on the market to raise the price so that he will have more money, and if we can do both, he will be that much better off (applause).

I am glad to come here today, and I believe there is a great work to be done, and you can help. If you will say to those men "Don't let's work to get a few more cents a bushel, but find out what it costs to produce an acre of corn, and see if we cannot reduce it to a point where you will make more net profit." If that comes, the farmer will be happy, the grain dealer will be happy, and the man in the town will be happy, and the corn growing business will be a great deal better off. (Applause.)

The President: We will now have the report of the Committee on Transportation, Mr. Goemann, chairman.

TRANSPORTATION COMMITTEE REPORT

Mr. Goemann read the following report:

The committee has a brief report to make. The resolution passed at the Kansas City Convention last year concerning the establishment of a transportation depot was referred to this committee for investigation and report as to the feasibility of such transportation depot being established by the Grain Dealers' National Association.

It is the unanimous opinion of the committee that as the interest of the various members are so diversified and conflicting, it will be manifestly impossible to reconcile the various interests, and in order to support a traffic department that is thoroughly competent to handle any phase of the transportation question, and which would mean a very heavy expense and no doubt beyond the finances of the Association, we therefore are opposed to the establishment of such transportation depot and believe the Transportation Committee of the Association can handle such questions as are of general interest to all the members, as heretofore.

There were no other matters of importance referred to the committee.

Mr. Goemann: I was handed a communication from the Indiana Grain Dealers relative to the increase in minimum weights which the Central Freight Association desired to put into effect. The meeting of the Central Freight Association will be held in Chicago tomorrow afternoon at 2:00 o'clock for the purpose of further considering the revision of these minimum weights. This will affect the capacity of cars to be used, and for that reason I asked that the Trade Rules Committee defer action on changing the size of the minimum car loads until this was disposed of, because that would affect the general result.

I have been instructed by the Ohio Association and the Indiana Association to oppose the recommendation of increase, and I would like to have this Association instruct your chairman as to what action he shall take at the meeting in Chicago tomorrow, as I expect to leave tonight to be present at that meeting. The pres-

ent domestic minimum of oats is 48,000 pounds, the proposed minimum 55,000, an advance of 7,000 pounds. The present minimum on wheat is 60,000, the proposed 66,000; on corn the present is 56,000, the proposed 60,000.

I have had no opportunity to confer with the Committee, but personally I do not think we can afford to permit the increase of minimum weights on any grain to go into effect, and my recommendation would be that we oppose the increased minima and allow them to remain as at present. One of the arguments always heretofore used with the Central Freight people is that whereas the exchanges of the country and this Association have made carload minima on oats 48,000, on wheat 60,000, and on corn 50,000, and as those were the contract quantities in our contracts between members, we did not want the minima as far as the road were concerned any larger.

Mr. Brandeis: I move that Mr. Goemann be instructed to go before the Central Freight Association and voice the sentiments of this body along the lines he has stated. (Seconded by Mr. Dorsey, and carried.)

Mr. Wells: The increase of carload weights is interfering also with the inspection, the sampling of the car, and that is an important matter that I would like to call to Mr. Goemann's attention. Sufficient room should be given above the grain in the car to get a good sample from the car at the terminal market. The large proportion of the cars of oats that go into termi-

Mr. Bennett has handed the Committee two suggested changes. In Rule 25 Mr. Bennett proposes to substitute for the words "from the point from which sold" the words "from that market." Personally, I cannot see much difference in the two wordings, and I wish he might state his views on it.

Mr. Bennett: The rule seems somewhat ambiguous to some. As stated yesterday, we bought some grain from a man in Wichita who operates country points, and he claims the right of selling from his country points some, and some from Wichita, and in this case the shipments he desired to apply on the contract were made from points of origin to Wichita, and were there diverted to the market where we had given him billing instructions. As we understood it, the shipment originated from a small point in Oklahoma, and was made to Wichita, Kan., and three days after the contract expired it was rebilled from Wichita, and the man desired to apply it on the contract. His argument was that because he operates these stations, he had a right to sell either from the stations or Wichita. It created some difference, and I thought to avoid any misunderstanding of that kind in the future, it should be made more plain.

Mr. Green: It seems to me the present language is as clear as the language proposed. We are likely to have differences come up all the time in the trade, and I do not think we can express this any better than it is expressed in the rule. If a person wants to be fair and



F. J. SCHONHART, J. W. SEYMOUR AND EDGAR BLACK

nal markets are inspected subject to approval at the elevator, and the country shippers are insisting that the original inspection should be final, and I think we should insist on holding the minimum weights down to a point where we can get good inspections and sampling at the original inspection, and we should have at least three feet of space between the grain line and the roof of the car in order to obtain good samples at the inspection yards.

J. S. Green: I move to adopt Mr. Goemann's report and his recommendations. (Seconded by Mr. Dorsey, and carried.)

C. B. Riley: Mr. Goemann is authorized to enter protest before the Central Freight Association, and he should be authorized also, he and his committee, to enter protest at Washington before the Interstate Commerce Commission, if necessary, and I would move that his committee be instructed to follow the matter to the Interstate Commerce Commission should that be found necessary after the meeting in Chicago.

Mr. Goemann: And be empowered to file a formal complaint, if necessary, because I fear the Commission would not entertain anything less than that.

Mr. Riley: Yes, sir; I will include that in my motion. (Seconded by Mr. Green, and carried.)

The President: We will now declare a recess until tomorrow morning.

Wednesday Morning Session

The session was called to order by President Metcalf at 10 o'clock.

The President: We will first take up the continued report of the Committee on Trade Rules, Mr. Radford, chairman.

Mr. Radford: You will remember in the report yesterday we mentioned the matter as to whether it would be advisable to change the contents of cars, but since the report of Mr. Goemann the Committee has decided it is better to allow that matter to remain as it now is, 1,000 bushels for everything but oats, and 1,500 for oats.

live up to his contracts, he has law enough there to govern it.

Mr. Hutchinson: The only thing I can see in that rule that would cause disturbance would be the interpretation put on "terminal market." If a country point was a terminal market, he might contend he was making a terminal market sale. What is the meaning of "terminal market"?

The President: That is very difficult to define.

Mr. Sale: I think that rule was made for just such a case as this. The buyer has no right to ship his grain from another point than that from which it is sold, and then take 10 or 15 days in transit to make the shipment. It would be impossible for the buyer to figure on the receipt of the cars. I think the rule is explicit and fair and plain. If I were the receiver in the case cited, I should oppose the shipper's contention.

Mr. Bennett: We so interpreted it, but the man on the other side took the opposite view, and if it could be made more clear, not necessarily by the phraseology I suggest, but in any other way, I believe it would be well. I think the man in this case is perfectly sincere.

Mr. Radford: Questions of this kind could be handled in the confirmation. When you confirm a purchase, it could be stated whether it should come from these country stations or not. As I understand the terminal market, it is between terminal markets, for instance, if Baltimore buys grain from Chicago, it comes from Chicago; they can't take shipments that originated up in Minnesota and apply on those contracts, and I think the rule is explicit as far as that goes.

Mr. Green: You would cloud the atmosphere with the suggested phrasing, because the Wichita man's point out there might be considered from that market, that is, from that territory. I do not believe you can make the rule much clearer than it is.

F. E. Sharp: If a man were operating a few elevators along the line, and he wanted to sell something, and if they were all the same rate and were loaded on time, would it make any difference which station he shipped it from?

The President: That very question was raised once in Illinois.

Mr. Radford: Generally it would not. The purchase is made from stations taking such a rate, or say sold Philadelphia rate points; then it wouldn't make any difference where it came from. And I think it is generally understood, if the buyer knows the man he is dealing with runs country stations, he knows he may have his headquarters in one city or station and run three other stations, but if it carries the same rate, I think shipment from any station would be proper.

Mr. Sharp: As long as he loads it on time.

Mr. Green: In Mr. Bennett's case he got behind three days because he loaded up somewhere else.

Mr. Bennett: The diversion was made after the expiration of the contract, but the original bill of lading from point of origin was within the limit.

Mr. Wells: There is this consideration also: The buyer often wants country run grain, instead of taking it from terminal markets. This is a peculiar condition, and I think the circumstances must be taken into consideration in these cases and the contracts made accordingly. You cannot make rules to cover all these peculiar conditions.

Mr. Bennett: If it is the consensus of opinion that the rule should not be changed, I am satisfied with it, but I wanted your views on it.

Mr. Radford: As to Rule 27, it has been suggested there be added: "When such shipments are routed by the purchaser, the carrier becomes the purchaser's agent, and the seller's liability ceases when he furnishes bills of lading in accordance with the purchaser's instructions." I never had any experience in the shipping business, but this seems rather important. If a man sold grain for delivery at a certain rate point, and the purchaser should furnish routing instructions, it would seem this provision might be a proper one. It has been suggested this would shift the responsibility onto the purchaser if he specifies the routing.

Mr. Wells: I think that might cloud the terms of the contract.

Mr. Bennett: I suggested that also because the question came up in our business within the last few months. We sold some grain in the East, expecting it would be shipped to Philadelphia; in fact, we had some of the grain billed out to Philadelphia, and the buyer demanded that it be diverted. There were five cars, and each one of the five cars went to a separate place and over four different roads. They all went to small country stations, where the agents were not well informed as to rates. The buyer insisted they should take the Philadelphia rate, but the railroad agents did not know it, and they overcharged, and in one instance, although we wrote into the bill of lading the instructions the buyer requested, we are holding the sack at present for something like \$50 or \$55 because the railroad company designated by the buyer moved it in a different way than he wanted it. In other words, we were doing something to accommodate the buyer, and we are carrying freight overcharges on our books now, and this charge for misrouting, amounting to \$75 or \$80 on the five cars. The buyer thinks we should stand this overcharge in rate, and also for the error of his agent in moving the car in a way different from his order. It is a fundamental principle of law that if you designate a particular carrier, that carrier is your agent, and the same way if you send a telegram or anything of that kind. If these differences could be avoided, it would be well to do so.

Mr. Green: We had a similar case in Louisville. We had it routed over one line, and it came in over another, which made extra switching and handling for us, and we declined to accept the car, and we put it up to the railroad to make the delivery we asked for or pull it back. I think the Interstate Commerce Commission has ruled that the railroad must take the routing you put in the bill of lading.

Mr. Bennett: But the man in our case didn't treat us as Mr. Green did in that case; he simply took it, paid the bill and charged it up to us.

Mr. Riley: If the party changes the routing, he should be responsible for it. The railroad company is not responsible until they have made a mistake themselves. It would not be a railroad claim unless they had made a mistake, but the party that actually determines the routing after the contract or different from the contract should certainly assume all the responsibility of the transportation. There might be many reasons why the purchaser wouldn't want the routing changed, and if the party changes it, he assumes the hazards.

Mr. Radford: Of course, under the rules the purchaser has a right to designate the route it shall come by.

Mr. Riley: But if sold on delivery basis, the seller has a right to send it by any route, unless differently stated in the contract, and if it is changed after that, the risk should be assumed by the party that makes the change. Prior to that it is taken into consideration in the contract, and the price made accordingly.

Mr. Sale: I think this is a mighty good change, and I move its adoption.

Mr. Boney: Would the amendment have the effect of making the carrier the agent of the buyer in case the agreement is made at the time of the sale for the routing?

Mr. Radford: Yes

(Motion seconded by Mr. Bennett, and carried.)

Mr. Green: I move the trades rules as amended be adopted. Seconded by Mr. Riley, and carried.

The President: The Secretary has a communication here to the Association from the ladies, and that of course always has preference over other business.

COMMUNICATION FROM THE LADIES

Secretary Quinn read the following: "The ladies desire to express their appreciation of the splendid entertainment and reception tendered them by the ladies and gentlemen of Peoria during the convention. The attention showered upon the visiting ladies has made a lasting impression concerning the warmth of Peoria hospitality, and the natural beauty of their drives, parks, etc., will leave splendid memories of the Illinois city which has so admirably entertained the Grain Dealers' Association meetings.—Mrs. Bert A. Boyd, Mrs. S. Catlin, Mrs. George W. Cole, Committee."

The Secretary: We have also the following telegram:

"Please convey to the officers and members of the Association my great regret at being unable to be in attendance with you all. Have been in court prosecuting a shipper for default in filling sale made to us."



J. H. BOWNE, FRED E. TRAINER AND C. L. WRIGHT

He refused to arbitrate. We won. Wallace M. Bell." (Laughter.)

The President: The Temple Quartette of St. Louis have kindly consented to give us a number at this time. (Song.)

The President: The Directors made a recommendation in regard to appeal cases in the Arbitration Committee, and requested the Executive Committee to submit a change in the arbitration rules to govern this feature. The secretary will tell you the reason for this.

The Secretary: The purpose of this change is to facilitate appeals to the Board of Directors in arbitration cases. You will recall at Kansas City the number of directors was increased from 16 to 20. We also added as ex-officio members the retiring president, the president and first and second vice-presidents, making a total of 24. We find the Board as constituted at present too large and cumbersome, and it takes too long to get action in appeals. As you know, our directors are distributed from Minneapolis to Jacksonville and from Omaha to New York, and even though we require all arbitration papers to be duplicated, and send the original set to half the members and the duplicate to the other half, cutting down the time required one half, we still find it takes several months to an appeal, because out of the 24 there may be one or two members who, because of illness or absence from business, will pigeonhole these arbitration papers and keep them for a month or two sometimes.

As the arbitration cases increase in number, 36 of them last year, the situation becomes embarrassing for the secretary, for I have on one side the litigants asking me to hurry them up, and on the other side the

dilatory directors. Also, as you know, when we changed our arbitration rules at New Orleans two years ago we required in case of appeal that the appellant shall deposit with the secretary to be held in escrow the full amount of the Arbitration Committee's award, and this award bears interest from the time the Arbitration Committee decided the case until it is finally settled by the directors, and if the time between is stretched out to eight or nine months, and the award is a large one, bearing six per cent interest, you can see the injustice it does the litigant.

I took the matter up with Mr. McCord, and he suggested that an appeal board be selected instead of the large cumbersome Board of Directors, this appeal board to comprise seven or nine members and to be appointed by the President.

The President: We will have read now the report of the Executive Committee on this, Mr. McCord.

SPECIAL EXECUTIVE COMMITTEE REPORT

Mr. McCord read the following:

The Executive Committee make the following report: Section 6, Article IV, of the Arbitration Rules, now read:

Sec. 6. The decisions of the National Committee shall be final, unless excepted to by either party, when the case may be reviewed by the Board of Directors and be affirmed or remanded for reconsideration. The appeal fee shall be ten dollars. It shall be paid by the appellant and shall go into the treasury of the Grain Dealers' National Association.

Amend this Section: In line 4 strike out the words "the Board of Directors," and substitute therefore the following words, "a Board of Appeals"; and in line 6, after the word "reconsideration," add the following words, "This Appeal Board shall consist of seven members selected from among the Board of Directors and appointed by the President."

As amended this part of the section will read:

Sec. 6. The decisions of the National Committee shall be final, unless excepted to by either party, when the case may be reviewed by a Board of Appeals and be affirmed or remanded for reconsideration. This Appeal Board shall consist of seven members selected from among the Directors and appointed by the President.

Sec. 7. Strike out the words "The Board of Directors," occurring in the fifth and sixth lines from the bottom, and substitute therefor the words, "The Board of Appeals."

Mr. McCord: I move the adoption of the report of the committee.

Mr. Riley: I will second it.

Mr. Dorsey: I think you are restricting the powers of this committee. I think they should have the right also to render a decision. All higher courts have such power. That is the way our state association rule reads, and I believe it saves trouble, time and expense.

Mr. McCord: That is a new proposition. It is sometimes found that a case has not been properly submitted, and there are some reasons why a case should be remanded.

Mr. Dorsey: The word "remanded" may be left in, but give them authority to revise and render also. We should get our rules as near as possible to those of the courts. I will move the addition of the words "revise and render" after "remanded for new hearing."

Mr. Merrill: To get it before the meeting, I will second that.

Mr. Riley: It is a little dangerous to tamper with this. The procedure was mapped out originally following the line of court procedure. The decision of the courts in the south half of the United States, namely, Texas, may be different from elsewhere. (Laughter.) My observation has been that in most states the appellate court has power only to review and remand. That would bring it back to the Arbitration Committee, and their record is the record of all procedure. There is no docket or record at the other end of the line, it is the docket of the Arbitration Committee, and it must be remanded there and carried as a record. I think we might pass this, and consider it at another meeting, if necessary.

Mr. Dorsey: The Supreme Court of the United States has the power to review a case and remand it, or render a decision on it, and I think every appellate court has that power, and it saves delay. When these matters are delayed, it creates dissatisfaction.

Mr. Elkenberry: I deplore a hasty attempt to revise the arbitration rules, for it is very important, and this may involve changes of more consequence than we think at the moment. The membership of the Arbitration Committee as to their connection with the grain trade is designated in the rules. The fact this committee is so constituted renders it as nearly as possible free from any imputation of partiality to any particular branch of the trade in their decisions, and makes it purely representative of the different interests of the grain trade. In giving this committee final power to reverse or change their decisions it might place it in the hands of seven men representing one branch of the trade, and it might destroy to a certain extent the

feeling of security the trade enjoys in the present composition of the committee that has final jurisdiction in these appeal cases.

Mr. McCord: The committee had that very thing in mind, that in making up the appeal board it should be constituted of three directors who were receivers, three directors who were country shippers, with perhaps some other qualification for the seventh one. Such a provision might be inserted here. But I would hesitate to make a change here that might jeopardize the whole structure.

Mr. Dorsey: It was from our Texas arbitration rules that the National Association first got its inspiration, and we have found that rule works very well. There is no reason why you should restrict the operation of your board. You should give them the broadest powers that justice and fairness dictate.

Mr. Wells: We of course differ some from the courts. The United States Supreme Court is having continuous experience in these trials. The appeal board doesn't have that experience. The Arbitration Committee does and I do not think the appeal board would be as efficient and have the information or experience that the regular Arbitration Committee has, and for one, I believe the rule as it stands should remain.

(Mr. Dorsey's motion lost.)

(Motion to adopt report carried.)

The President: We will now proceed with the regular program. The Office of Markets and Rural Organization has perhaps not been understood by everybody, and for that reason we have asked Prof. Livingston of that Department to come here and address us. He comes as the representative of the Government of the United States, and I know you will accord to him the proper courtesies and a good hearing.

PROBLEMS IN GRAIN MARKETING

Prof. Livingston: Mr. President and Gentlemen: I wish to express my sense of appreciation in being asked to address this Convention. I am grateful also for the opportunity it affords me to present what I believe is a fair statement of the policy of that part of the Office of Markets and Rural Organization which has to do with the marketing of grain, hay and seeds.

Many of the troubles and tribulations that beset our pathway, leaving in their wake obstacles to mar the peaceful pursuit of business, are caused by misunderstanding. Misunderstandings about matters, often little in themselves, or misinterpretation of motives, or language, often lead to unsympathetic relations between individuals or institutions, and pave the way for a continued growth of prejudice and intolerance. Let us ask ourselves whether some such feeling does not exist today, in a more or less exaggerated form, between the general public and the producers on the one hand, and the grain trade on the other.

If the answer to this question be in the negative, then let us ask: "Why do we find the general public so intensely interested in the business methods and moral aspects of the grain trade?" "Why are articles regarding the trade appearing with such increasing frequency in the press?" "What is the reason for this campaign to eliminate the middleman?" "Why do legislators introduce bills to investigate and to regulate the grain business?" Finally we have this interesting three-sided situation, in which the grain dealer accuses the farmer of appropriating the bulk of the profits derived from the grain business to buy gasoline for his automobile, the consumer complains that his daily bread is costing him too much, while the farmer holds that in order to derive any reasonable profit from his grain fields, he must enter the field of marketing and distribution.

Better Understanding Needed.

It has been my observation that the greatest harmony prevails, and the most sympathetic business relations exist between individuals, as well as associations of individuals, when there is complete understanding between them; when each understands clearly the personal characteristics and comprehends the business activities of the other. This clearness of understanding apparently does not exist today between the grain trade, the farmers and consumers. It is not easy for the men engaged in the grain business, unless they are farmers as well, to fully comprehend and appreciate all of the troubles and risks that the farmer must encounter in growing and disposing of his grain crops at a price above the cost of production, and they are quite likely to jump to the conclusion that the estate of a wealthy farmer is an example of the profits to be derived from grain growing. We should remember at this point, however, that much of the wealth of the present day farmer is due to the rise in land values, and not to profits derived from farming operations.

While complete statistics covering the grain growing territory of the country are not available, it is quite evident from those now at hand that the farmer makes very little net profit from his grain and sometimes markets it at a price that does not equal the cost of production. From data collected by the Office of Farm Management of the U. S. Department of Agriculture and published in Bulletin 41, it was found from a survey of some 700 farms located in the state of Indiana, Illinois and Iowa, that the average labor income was but \$408. This means that the average farmer in the territory studied received a salary of \$408 for his year.

I bring out this point in order to remind you that the check you write in payment for the farmer's grain is not all profit to him. Likewise the farmer should be informed that the difference between the price at the country elevator and at the terminal market is not all profit to the country grain dealer. He should have called to his attention the elements that enter into the cost of handling grain from the time it leaves his wagon until it reaches the terminal. Also he should know something of the hazards of the business, and the profits that may be expected from it. Would it not, therefore, be of mutual benefit to the producer, the grain merchant and the consumer to have a statement, made after a careful study by unprejudiced and unbiased men or institutions, as to the exact value of the service given, the cost of rendering it, and the compensation received by the country grain dealer, the broker, the track buyer, the commission man, the terminal warehouses, dealers on the exchange and other handlers of grain?

In my judgment, a report made from such a study would do much to clear up the atmosphere of the uncertainty that now exists in the public mind relative to the usefulness and efficiency of the present agencies for the marketing and distributing of grain.

Show the Facts.

If, from the studies made to ascertain these facts, there is evidence of needed alteration or modification in methods or practices for the good of the industry at large, it would seem that they also should be stated in all fairness and justice to the producer, the grain mer-

some service to the so-called "regular" dealers? In this connection I wish to quote from an address entitled "The Philosophy of Trade Competition," delivered before the Illinois Grain Dealers' Association on May 10, 1915, and published in the trade papers, by Mr. E. V. Butler, a grain man of long experience, and known to the trade as a student of the country elevator business a man possessed of good judgment and clear vision.

Have we men in the grain business that through the lack of knowledge of the business are not making good in their business undertakings and causing a condition in the trade known as "unintelligent competition"?

Mr. Butler answers this question in the affirmative and draws up a list of twelve indictments against the grain business and substantiates his charges with proof in facts and figures. I quote a part of his closing paragraphs:

In conclusion I ask: Is there a lack of knowledge among men in the grain trade over the country that is detrimental to the best interest of those concerned in the trade? And I answer: Yes. By your presence here in this convention you acknowledge there are certain features in the trade that need correction. * * * for it is only through the broad conception of business relationships with each other that we know "the world doth move."

Much of what Mr. Butler is pleased to call "unintelligent competition" is to be found in its most acute



GETTING READY FOR THE LADIES' AUTOMOBILE RIDE

chant and the consumer. It may be maintained that facts relative to the marketing of grain are to be regarded as business secrets, rather than as information for public enlightenment. I believe that this attitude on the part of many dealers has been the cause of much misunderstanding between the producing and consuming public as to the business ethics of the trade, and that the best way to restore the confidence that has been lost, is to show the facts. If in disclosing them any evils or questionable practices are revealed, I am confident that they would be quickly and effectively eliminated by the trade itself.

That a large majority of the men engaged in any business are honest and have high standards of moral and business ethics, goes without saying. But in every business there are also to be found individuals here and there, whose doubtful integrity, wavering honesty, and lack of moral principle cast a discrediting gloom on the whole profession. The influence of a few individuals of this character in those professions and trades, whose business practices are complicated and not easily understood by the public, is a serious handicap to the business as a whole. A study of the grain trade such as has been suggested would relieve it of some of the burden of suspicion of this character which it is now forced to carry.

Quotes E. V. Butler.

I am led to believe, from what many grain men have told me, that the grain trade itself would profit from a thorough study of the problems connected with it, but some few are of the opinion that the facts and information collected from so-called "regular" dealers who have acquired them through long experience, accompanied many times by misfortune and loss, would be made available to the farmers' elevators. In this connection, it should be remembered that many farmers' elevators have been actively engaged in business for twenty years or more, and that they, too, have met problems, and by long experience found the solution to them. Is it not quite probable that the facts gained from the co-operative elevators would, when made available, be of

form between independent dealers and farmers' elevator associations. This sort of competition, as many have learned after a long and terrible struggle, profits no one. Rather it becomes a burden to the community.

In the beginning of these remarks I mentioned the fact that many farmers are of the opinion that they must enter the field of marketing and distribution, in order to derive a reasonable profit from the grain they grow. Frequently they go into the business for two reasons: First, because they believe large profits are to be found there, and second, to eliminate the so-called "middleman." It should be remembered by independent dealers as well as the farmers who enter the co-operative associations, that these associations do not, as organized at present, eliminate the middleman—rather the farmer participates in the profits of the middleman. The farmer cannot become a distributor and handler of grain in person, but he may, by co-operating with other farmers, employ a specialist at a salary to render the service for him, and after the expenses connected with the service have been paid, participate in any profits that may have accrued. This end of the farmer's activities should be kept separate and distinct from his farming operations. Profits derived from marketing transactions, either at the country elevator or in the terminal market may not properly be credited as profits of production. In going into the field of marketing and distribution the farmer enters a new field aside from that of production. Many farmers are now looking at the matter in this light. Frequently the large profits anticipated from the country elevator have not been realized—often a considerable deficit has had to be faced. Farmers generally are learning something of the troubles and hazards that surround the grain marketing business, and it is quite safe to predict that the more they know about the business and the profits that may reasonably be expected, the more deliberate they will be in entering into it.

In considering the question as to whether or not the farmer may properly extend his activities into the field of marketing and distribution, it should be remem-

bered that many country grain dealers own and do operate farms, participating in the profits, if there be any, of both production and marketing; that terminal market dealers frequently own and operate terminal warehouses, commission and brokerage houses, country elevators and sometimes hold railroad bonds and control farm land, thus participating in the profits derived from production, transportation, storage and distribution. It may also be pertinent to call attention to the fact that many country grain dealers handle side lines, oftentimes when these commodities are handled by other merchants in the same town. It would seem, therefore, that, if consistency is to rule, each individual should either confine his attention and capital to one enterprise alone, or the privilege of extending activities into two or more fields should be granted to all without prejudice.

A Business Proposition

In my judgment, therefore, the grain trade should be considered as engaging the attention of individuals and associations of individuals who look upon it as a business proposition; who are interested in it as a financial investment; who are anxious to increase, if possible, the efficiency of the service; who are eager to solve the problems that confront it and to reduce the hazards that surround it; and who are interested in promoting sympathetic relations among themselves, and with the people with whom they deal.

If this be a correct interpretation of the situation, I am then in a position to state the relation that may exist between the grain trade and the Office of Markets and Rural Organization. The work of this office was provided for in the last session of the 62d Congress, in the act making appropriations for the Department of Agriculture from which I quote:

To enable the Secretary of Agriculture to acquire and to diffuse among the people of the United States useful information on subjects connected with the marketing and distributing of farm products and for the employment of persons and means necessary in the city of Washington and elsewhere, there is hereby appropriated the sum of \$50,000, of which the sum of \$10,000 shall be immediately available.

The Grain, Seed and Hay Marketing section of the Office of Markets and Rural Organization is interested in "acquiring and diffusing among the people of the United States, useful information" on the marketing and distribution of these products. It must therefore, in order to serve the people of the United States, look at the problem in its broadest aspects, rather than from the view point of any special group of individuals that may be engaged in the business. Its purpose is to collect and make available information, rather than, as the writer of an article in one of the trade magazines has expressed it, "to draw from some reservoir of business wisdom within this department." Useful information regarding the marketing and distributing of grain, seed, and hay, in my judgment, should result, first, in bringing about a better understanding between the people who produce, distribute and consume these products, and second, in assisting them to solve the problems that they encounter. I do not wish to be understood as saying that we are going to solve the problems of the grain trade. Rather we hope by "acquiring and diffusing useful information" to assist you in solving them. The question immediately comes up as to what are the problems of the grain trade. From interviews with a great many men connected with the several phases of the business, I may list the following as a few representative problems:

Problems of the Grain Trade.

1. Cost of Handling Grain Through the Country Elevator.—The cost of doing business has not, as a general rule, received sufficient consideration by grain men in determining the margin taken and the price paid the producer. Many houses, particularly those of co-operative associations, are buying on a margin less than the cost of handling. In many cases this practice results in speculation to cover losses, which practice frequently terminates in financial ruin, while in other cases the profits derived from side lines are made to carry the loss incurred from the handling of grain. Much unintelligent competition could be eliminated if some accurate data were available on the cost of handling grain at the country houses.

2. Too Many Elevators.—One of the chief items entering into the cost of handling grain at country elevators, is the volume of business. As a general rule, as the volume of business transacted increases, within certain limits, the cost of handling per bushel decreases. Therefore as the number of houses serving a locality increase, the volume of business transacted by each house decreases, and the cost of handling the grain of the community through the local elevators increases. This increase in cost per bushel for handling becomes a burden on the community. A grain dealers' insurance company informs me that there is a remarkably close correlation between the number of elevators serving a community and the fire ratio. It would not be advisable, of course, to destroy existing houses, but to exercise judgment in building new ones. A study of the question may enable us to suggest the conditions under which the building of additional ones may be justified.

3. Contracting for Grain with Farmers and Storing for Them.—These practices have caused considerable misunderstanding between the farmer and the country dealer, and very frequently have resulted in financial loss to the latter. It would seem that some facts and information as to the advisability of these practices should be obtained and submitted to the dealers for some concerted action.

4. Weights and Scale Testing.—Some solution as to what is the weight of each car of grain is a very urgent need. So many discrepancies occur as to the weight of grain in a car as determined by the "in scales," "out scales," and terminal weights, as to cause much trouble, and oftentimes financial loss to the country dealer. Some uniform system of scale inspection together with affidavit weight records is badly needed. Farmers should also be advised to test their scales at regular intervals because discrepancies between farm weights and elevator weights are often due to unreliable scales on farm.

5. Interpretation of Price Quotations.—Price quotations as they appear in the daily press and market news letters are often misleading and confusing to farmers.



L. H. BLANKENBAKER AND A. E. HARTLEY
Who Attended the First Meeting in 1896.

They usually look at the top price and think they should receive a bid from the country elevator on that basis. It would seem that a much better understanding of the market conditions could be had by farmers and others interested if the published quotations were explained in more detail.

Many other problems suggest themselves for study, which cannot be taken up here in detail, but I may mention—farm storage, growing uniform varieties, buying on grade, scoop shovels, delayed reinspection, cars and car cooping, study of method of sale, hedging, future trading, etc.

These problems that I have mentioned, as well as countless others that I have not mentioned, are, or should be, interesting alike to every grain dealer, whether he be connected with a cooperative, a line, or an independent elevator, or engaged in business at the terminal market. Can we not all of us then work in co-operation, in its broadest sense, in finding and solving the problems of the grain trade?

The President: I am sure we appreciate that address, and I am sure Prof. Livingston has thrown new light on this subject.

We will now have the report of the Committee on Necrology, Mr. J. F. C. Merrill, chairman.

RESOLUTION IN MEMORIAM

Mr. Merrill read the following:

Life with all its potentialities; life with its happiness; life with its burdens, its sorrows, its triumphs and its fears leads but to the grave. How fitting then that we who are enjoying health and these hours of mental recreation should pause to pay a tribute of respect to the memory of those who have finished their race.

We are taught that a sound wave, launched into space, goes on and on forever; that a pebble cast into the sea will send its ripple to the uttermost shore. Knowing that these physical facts are immutable, is it not true that though the temple in which we live is resolved again into dust, that the things which we say, the deeds we do, the influence we exert goes on forever?

All will agree that the radiant happiness of H. S. Grimes of Portsmouth, Ohio, the genial good fellowship always manifested by A. F. Leonhardt of New Orleans, and the warm hand clasp of S. W. Strong of Urbana, Ill., will continue to exert beneficent influence upon this Association, has been felt in this Convention.

It is consoling to think that the good they did is still living after them, abiding in the hearts and minds of each of us and all who knew and loved them, and that we personally as well as this Association as a body have been inspired and ennobled by their having been among us in the past and labored with us.

There is no fitting eulogy for these dead, save the living memory of the lives that they lived. Officially and personally they rendered great service to this organization, and your Committee on Necrology respectfully suggests, that the least we as a body can do is to stand for a time in solemn and silent respect as a memorial to our dead.

H. S. Grimes, former president of this Association; A. F. Leonhardt, former director, and S. W. Strong, former secretary of the Illinois Grain Dealers Ass'n, were big, noble men.

Let our simple tribute to them be that in memory, of our lamented and beloved dead.

Mr. Merrill: I believe we should at this time stand as a mark of respect to those of our number who have passed away. (Convention arose).

Mr. Dorsey: I move the report be spread on the minutes on a separate page of the minute book of the Association, and that a copy be sent to the families of the deceased, and that the trade journals be requested to publish same. (Seconded by Mr. Wells, and carried).

The President: We will now have report of Committee on Crop Reports. Mr. Keilholtz is not present, and the secretary will read the report.

REPORT OF COMMITTEE ON CROP REPORTS

Secretary Quinn read the following:

This committee is without any especially defined duties as far as the chairman can learn. Some of the committee were under the misapprehension that it was to gather and distribute crop reports. With the Government so well equipped and at present furnishing us complete and accurate reports, it seems that the best we can do is to co-operate with the Department of Agriculture and offer suggestions and recommendations when conditions seem to warrant.

During the year, M. J. Jenks, of the Itasca Elevator Company, Duluth, presented the suggestion that the Government put in special field men to cover the territory from the time the crop is seeded in Texas until it is harvested in Minnesota, and report immediately any changed conditions that might come quickly in any locality, which reports could be given to the public at once. His idea was, that the trade would learn to expect immediate, dependable information from the Government of any important changes in crop condition instead of being influenced by frequent and often sensational reports issued by private crop experts. It was thought this would tend to lessen sharp fluctuations in the market during the crop growing season.

A summary of this suggestion as outlined was put before the members of the committee and there was so much difference of opinion that no action was taken. At the semi-annual meeting of Ohio Grain Dealers at Cedar Point in June, 1915, a resolution endorsing this idea was presented and passed.

Your committee has had some correspondence with the Department of Agriculture at Washington. The Department wishes to express its appreciation of the desire of our Association to co-operate, and also advises with reference to suggestion offered by Mr. Jenks that weekly changes in crop conditions are almost invariably caused by weather conditions. Therefore during the growing season weekly crop and weather summaries are issued by the Weather Bureau. It is believed those interested can secure reliable information as to true crop conditions by perusing the weekly reports of the Weather Bureau along with the monthly reports issued by the Department of Agriculture.

A year ago Mr. Bert Boyd, then chairman, in his report covered the value, scope and preparation of Government crop reports. Complete and detailed information, which we believe would be very interesting to most of our members, can be secured by writing Leon M. Estabrook, Chief of Bureau on Crop Estimates, for circular No. 17 as now revised.

Mr. Forbell: I move the report be received and filed. (Seconded by Mr. Merrill, and carried).

Mr. McCord: The Ohio Grain Dealers submitted the resolution at the last annual meeting, addressed to the Department, asking that a plan be formulated and adopted and provision made for it, that would provide for emergency reports during the crop growing season. It was submitted to the head of the Department, and they immediately said that until Congress was more

liberal in the matter of money, it could not be done. They said it would involve a large additional appropriation.

The President: The next is report of the Committee on Uniform Grades.

The Secretary: Mr. Boyd was here Monday and Tuesday, but was compelled to return home this morning, and left this report to be read:

REPORT OF COMMITTEE ON UNIFORM GRADES

Your Committee on Uniform Grades can only report an attitude of "watchful waiting" as no matters have been submitted to the committee for consideration



SMALL ELEVATOR AT ROSARIO, ARGENTINE
One of the Four or Five Country Elevators in Argentine as Most Grain Is Handled in Sacks.

during the year, and the Federal Government, through the Department of Agriculture, is still in possession of the subject of Grain Standardization. Congress has not acted upon the measure pending, known as the Moss Bill, which seeks to make legally effective the standards as promulgated, and providing a method for their enforcement and supervision by the Department of Agriculture. Until such legislation is consummated, we will doubtless find present unsettled and unsatisfactory practices will obtain in some of the markets of the country, and we will continue to experience the lack of uniformity in both the grades and their administration.

Supervision vs. Inspection.

This Association has stood for uniformity of grades for more than ten years and during that time has found it necessary to combat the energy and design of certain interests, political and otherwise, that sought to foist on the public what this Association has for years condemned, viz., "Government Inspection."

The pending legislation contemplates Government standardization of grain and Federal supervision of its inspection, to the end that we may hope to obtain uniformity in both the standards and the administration thereof, in all of the markets of the country, and incidentally clothe and surround the whole subject of inspection with efficiency which is akin to integrity, thus setting at rest criticism, not always justified, but too common for the benefit of the trade at large.

It is the belief of the majority of this committee, that the Association should continue its efforts to accomplish the legislation contemplated in the Moss Bill; then the trade should, and we are optimistic enough to believe, will rally to the cause and render the loyal support necessary to assure the success contemplated, desired and now anticipated.

We regret the necessity for reporting a division of the committee on some phases of the question of uniform grades, as a few of our very important markets still adhere to the belief that uniformity is impracticable, if not impossible, and that great injury will result to the trade, if the pending legislation should become effective. The majority of this committee are not in harmony with this contention, nor the argument, but we bespeak for the minority a respectful hearing and consideration of their views, should they present a minority or supplemental report to this Convention.

Uniform Grades Merits United Support.

It is our belief and hope that the problem of uniform grades, is nearing a permanent solution and that the solution will merit the co-operation of the entire trade, even though honest differences of judgment as to the necessity for, or the efficiency of the accomplishment may exist.

As indicated in the outset, this report must be of general character, as no matters have been presented to the committee, hence no meeting with formal or definite action to report.

Mr. Dorsey: I move the report as submitted be received and filed. (Seconded by Mr. Riley, and carried).

The President: Mr. W. A. Cutler of the Hay and Grain Joint Committee is not present, nor has he sent a report.

We will next have an illustrated lecture on "The Argentine Republic, Its Grain Trades, Its Exports and Its Agricultural Possibilities," by Mr. Laurel

Duvel, of the Department of Agriculture, Washington, D. C.

AGRICULTURE IN ARGENTINA

Mr. Duvel spoke as follows:

The phenomenal increase in importance of Argentina as a surplus export country of grain during the past few years, has created a keen interest concerning its future prospects and possibilities in agriculture. The chief source of wealth of the Argentine is derived from the products of agriculture and from stock raising, these two pursuits furnishing over 96 per cent of the total value of all exports. The combined value of the agricultural products alone exported exceeds 60 per cent of the total, while corn, wheat, oats and flax in raw state represent over 50 per cent of the total value of all exports.

The area of Argentina is about 738,000,000 acres, or more than one-third the area of the United States. Its position south of the equator is approximately the same as the position of the United States north of the equator. The population is estimated at 8,000,000, or nearly the same as the states of Illinois and Indiana combined. Over 18 per cent of the total population live in the capital, Buenos Aires, which is a city of about 1,500,000 inhabitants.

The land of Argentina is held, to a great extent, in large tracts which were taken up by the aristocratic and influential classes during the early days of the republic, and while there is a tendency toward smaller holdings, the country may be called one of immense estates. Holdings are not usually reckoned in acres or hectares, but in square leagues of 5,760 acres. Individual properties containing from 30,000 to 100,000 acres are common and in the heart of the present cereal zone where the best land is to be found there are hundreds of holdings of 10,000 acres and upwards.

If that part of the Argentine in which the cereals and flax are cultivated were placed in the corresponding



LOADING GRAIN IN BAGS ABOARD SHIP
The Man Seated is the Tally Keeper.

latitude in the United States, the northernmost boundary would be about 50 to 75 miles south of St. Louis with the southern boundary at New Orleans.

This region is known as the pampa and is, for the most part, one vast treeless plain, with a deep rich loam soil capable of producing immense yields under proper tillage.

The Products of the Pampa.

In this zone there are also grown more than 12 million acres of alfalfa, and over half of the 110 million head of cattle and sheep are raised here. In this section the climate is mild. The temperature rarely falls below 35 degrees in winter and seldom rises above 95 degrees in summer. Snow is practically unknown, and pasture is abundant in winter and summer, thus permitting stock to graze throughout the year. As a result of this condition, grain is very seldom used for fattening of stock. This together with the fact that the population is relatively small, accounts for the large surplus of grain available for export.

The area now being cultivated is less than 60,000,000 acres or approximately the same as the combined acreage of all farm crops in the states of Illinois, Iowa, and Nebraska. Of the land under cultivation, at the present time, 60 per cent or 34,000,000 acres are used for the production of wheat, corn, flaxseed, oats and barley. This is an increase since 1895 of approximately 265 per cent, while the increase in cultivated area, i. e., all crops, was 366 per cent during the same period.

In 1895 only 12,000,000 acres were under cultivation. Of this amount about 9,500,000 acres or 77 per cent were utilized for the production of wheat, corn, flaxseed, barley and oats.

Grain Products.

The acreage of corn in Argentina is less than the acreage of corn in Illinois by about 1,500,000 acres, the production is less by approximately 45,000,000 bushels. The average wheat acreage is about twice that of Kansas in 1914, the production, however, is over 10,000,000 bushels less than the bumper crop of Kansas in 1914.

The average acreage and production of oats in Argentina is only slightly less than the acreage and production in the state of North Dakota, while the

flaxseed produced in Argentina exceeds the total produced in the United States by over 10,000,000 bushels.

At the present time with only a comparatively small percentage of the available land under cultivation, Argentina surpasses all other nations as a surplus grain producing country.

During the three years prior to the present war in Europe, the Argentine occupied first place in the international trade in corn of the surplus producing countries, having furnished 55 per cent of the total, or more than all the other countries combined.

In the exports of wheat 16 per cent was furnished by Argentina having been exceeded only by a small margin by Russia and the United States, which countries furnished 20 per cent and 18 per cent respectively. Of the oats surplus countries Argentina occupies second place with 33 per cent of the total, and of the flaxseed first place, with exports equaling 47 per cent of the world's trade.

Handling the Grain.

The methods of handling grain in Argentina, in so far as it relates to the system of marketing and shipping grain in bags, are similar to the methods employed on the Pacific Coast of the United States. At the present time there are probably no more than four or five country elevators in the whole country, while the terminal elevators with the possible exception of those at Bahia Blanca, are entirely inadequate to handle any considerable proportion of the crop.

As to the grading of grain in Argentina, there is really no system such as we have in this country, there being no established grades. The grain trade organizations and private inspectors in the terminal markets will sample and analyze shipments by request. However, grain is not usually inspected on arrival or in loading for export excepting by the exporters. In disposing of grain for export the terms of sale are based mainly on the "River Plate rye-terms contract." There are other contracts which have been used such as "Tale Quale," but for the most part the "rye terms" contract is used.

If grain is bought from farmers, dealers, or commission merchants for future delivery, a special contract is used; for example, the terms of this contract for maize are based on the following general rule: "The maize must be sound, dry, and clean, and of the type known as exportation."

Cereal and flax growing are carried on to a large extent by so-called colonists, mostly Italians, and here and there are to be found some Spanish, Russians, French, Austrians, etc.

Land in Large Holdings.

Approximately two-thirds of the farms are operated by renters, some of which pay cash rent, but in most cases a portion of the crop is bagged and delivered at the station. Large landowners who have cut up their properties into small farms and rented them in this manner are enabled to live in luxury in the city without giving much attention to the manner in which their land is being cultivated.

At the country stations grain is stored in warehouses or sheds, or in piles outside the warehouses until it is moved to the terminal market for export. The rail shipments are made in box cars, flat cars, and in fact, any kind of equipment available. If the



"TROJE" (CORN CRIB) ON SMALL FARM

grain be too damp to export it is spread out on a canvas to dry. In the export markets the grain which is to be dried is spread out and frequently stirred by men walking through it or sometimes is turned with shovels.

Much of the grain is loaded directly aboard the boats from the cars. Sometimes peons are employed to carry the grain aboard and sometimes small electric conveyors are used. At places where the boats are lower than the railroad tracks shoots leading from the cars to hatchway are used.

In conclusion I wish to say that notwithstanding the fact that some of the methods employed in the harvesting, marketing, and storing of grain, are distinctly a disadvantage to the producer, grain trade and country in general, and by these methods often large percentages of the crops are sometimes lost, it is evident that Argentina will continue to be a very important

factor in the world's trade in grain—and especially in corn. The introduction of proper facilities for handling the crops, such as elevators and grain dryers, which are certain to come by reason of the very great inducements offered to capitalists to enter this field, will aid materially in placing the business on a much better paying basis, as then a system of grading and inspection may be adopted whereby that country will sell grain on the basis of Argentina weights and grades as final.

This, perhaps, is one of the most essential results to be accomplished if the Argentine producers are to receive the returns to which they are justly entitled.

Mr. Dorsey: What is land worth in Argentina?

Mr. Duvel: Within three miles of the railroad from \$50 to \$75 an acre, and it runs as high as \$100 and \$125.

Mr. Dorsey: I move a vote of thanks to Mr. Duvel for the lecture, and would request that the trade papers publish his address for the edification of those who are not present. (Seconded by Mr. Elkenberry, and carried.)

The President: We will next have the report of the Committee on Resolutions, Mr. Wayne, chairman.

REPORT OF COMMITTEE ON RESOLUTIONS

Mr. Wayne read the following report:

Endorsing the Moss Bill.

Whereas, the Bill introduced in the Sixty-third Congress by Representative Moss, and known as the Grain Grade Act, failed of enactment, therefore be it

Resolved, that we endorse Representative Moss in his declared intention to re-introduce this measure, without material change, immediately after the Sixty-fourth Congress convenes. That we reaffirm, in all respects, the endorsements given this measure by this Association at its Kansas City Convention, and that every honorable effort be put forth by the members of this Association to secure its enactment into law.

Mr. Wayne: I move the adoption of this resolution.

Mr. Graff: It is not the desire of Philadelphia ex-

business as an attorney for the Commercial Exchange for some thirty years.

It is the wish of the Philadelphia merchants that export grades be based on competitive conditions and the crop; however, we are in accord with the uniform grades of grain for domestic consumption. In making the grades uniform we believe they should be so constructed as to do the least possible injury to the trade in general and to the producer. Let us for a moment consider the proposed uniform grades for corn.



HAULING GRAIN FROM FARM TO MARKET
Eight to 16 Horses Are Hitched to Wagons, the Roads Sometimes Being Very Bad.

No. 2 Corn must not contain over 15½ per cent moisture;

No. 3 Corn must not contain over 17½ per cent moisture;

No. 4 Corn must not contain over 19½ per cent moisture.

There is practically no corn that in its natural condition will contain as little moisture as 15½ per cent during the year of its production, nor until June or July of the year following its production; this of itself would prevent the export sale of No. 2 corn, unless artificially dried. Now the question arises, will the foreign buyer pay the additional price for drying during six or seven months of the year and at the time the farmer is moving his crops? The shrinkage is from 2 per cent to 4 per cent and the cost of drying 1½ cents per bushel. I know the foreign buyer will prefer to buy a cheaper grade of corn, at lower prices. The farmer will not relish a grade which puts him at the mercy of the buyer to the extent of from 2 per cent to 4 per cent loss on his crop; he will not have No. 2 corn under the proposed grade and therefore must sell it as No. 3 or No. 4, and take a corresponding cut in the price he receives for his grain.

At the present time the Atlantic Seaboard exporters are giving satisfaction to foreign buyers with corn containing about 17 per cent of moisture; we are thereby able to pay the farmers or their grain buyers as much for that corn as for corn containing but 15½

We are harvesting about three billion bushels of corn for the year 1915. The proposed grades with the low moisture content the main determining factor in the grading, would reduce materially the income of the producer. Practically none of it is 15½ per cent moisture content; a lot of it will be 19 per cent moisture content. Competition at present compels all handlers of corn to pay as much for it as possible, the farmer being the beneficiary, and why should he not be; he being the producer is so entitled and would so receive the benefit, if the proposed grades required a moisture content more in keeping with Nature's product; or, on the basis taken by the Department of Agriculture for wheat and oats, as stated by Dr. Duvel yesterday.

Corn will carry, and is being carried abroad with 17½ per cent and 18 per cent moisture, and gives satisfaction to the foreign buyer. Make the required moisture content for No. 2 corn for export 17 per cent, which should be clean, and we will give satisfaction to the foreign buyer; not injure the producer, and add to the welfare of the producing communities. The grade for domestic use could be a little more rigid; that is necessary for the storing thereof for months or long periods of holding for future delivery; export grain, however, is not held, but disbursed as quickly as it arrives at the seaboard, for we have not the storage capacity for it and it is not the method of doing business on the seaboard.

I respectfully submit the foregoing and appeal to this honorable convention for a consideration of the export grades, and the adoption of a slightly lower grade for export than for domestic use.

Mr. Graff: Mr. Duvel has just shown the methods of exporting grain from Argentina. It is brought from the field and put on the vessel under the supervision of those six exporters. They can do as they please with that grain. They maintain a standard of their own, and the Atlantic Coast exporters must compete with those six firms who have it in their hands to



TYPE OF CORN CRIB CALLED "TINGLADO"
This Better Type Is Used Mainly By Farmers Owning Their Own Land.

porters to antagonize the grades of grain or standards adopted by this honorable Association, and we feel some members are not well informed as to our needs and requirements. Our interests are your interests if standards are made which we can not meet it is a restriction of trade, and the producer and shipper is thereby injured.

A large majority of the members of this Association are in the domestic grain business, your laws are suitable to yourselves in that branch of the business and, therefore, the laws you have adopted are equitable for that branch. There is, however, a branch of the grain business in which but a few of our members are engaged,—the export of grain. While you compete with one another, making your laws therefore equitable, the exporter must compete with other nations and countries, over which your honorable Association has no control, and your standards for domestic grades may become a burden, harmful to the entire country.

It has been stated in the report of the Legislative Committee that certain Western markets doing an export business are satisfied with the proposed grades; nevertheless, those markets use our grades, millions of bushels are going abroad today on seaboard grades for Western houses, and it is my opinion they will use them of necessity in the future.

At the hearing accorded the grain exchanges last year, before the Committee on Agriculture, it was stated when the question was asked by the exporters, "If a slightly different grade could be made for export than for domestic use," that that would be a discrimination and therefore impossible. I have since taken that question up with one of the most eminent lawyers in the City of Philadelphia, who is counsel for the Commercial Exchange, and he advises as follows:

"I do not see any legal objection to making the standard of grades for export lower than the standard for sale for consumption within the United States, if this were based upon the legitimate object of meeting competition of other nations."

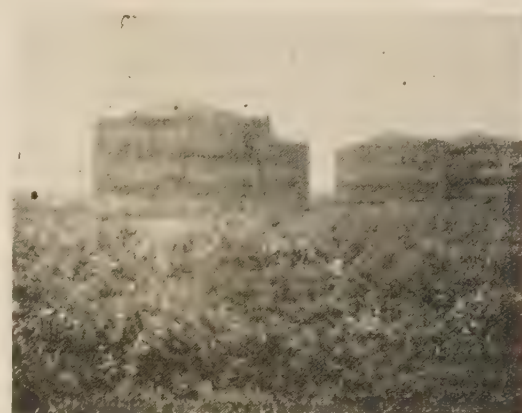
This gentleman has been conversant with the grain



GRAIN SPREAD OUT ON CANVAS TO DRY
No Commercial Grain Driers Are Available At Country Stations in Argentine.

per cent of moisture. Under the proposed uniform grades for corn there is 19 per cent corn for which, under present conditions, we can pay as much as for 17 per cent corn under the proposed grades.

Let us for example follow a farmer bringing a load of corn to the grain buyer, working under the uniform grades for corn, as proposed by the Department of Agriculture; the corn is clean, sound and as nice as it could be grown, but the grain buyer tells the farmer it has 16½ per cent moisture and it can, therefore, only bring the price of No. 3 corn, which would be two or more cents per bushel less than the price of No. 2 corn. The farmer must submit and take two cents a bushel less because of the proposed legislation; we could export that corn giving satisfaction to the foreign buyer.



TROJES (CRIBS) FOR STORING CORN
Sometimes These Cribs Are Covered But Usually There Is No Covering.

make the standards they wish. If you will add something to the resolution that will permit the export markets to use the grades which have been adopted by the seaboard markets, or if you will endorse the Moss Bill, making it for grain used in the United States, the seaboard will vote with you and make it unanimous, but we cannot endorse this Bill when it is against the interests of the exporters and the farmers in many of our communities.

Mr. McDonald: I think the Barnes-Ames Company exports more wheat than any other concern in the United States. Mr. Barnes is very well known to everybody in the export trade, and when the war broke out and left the export trade in the serious position it was in, Mr. Barnes was selected as chairman of the National Exporters' Committee to work out this situation. Mr. Barnes' company exports practically no corn, but I think they export every other grain, barley, rye, flax seed; they handle Manitoba white winter wheat through the Atlantic Seaboard, and out the Gulf way. They handle Duluth wheat, in fact any wheat that is demanded abroad. I was at the hearing in Washington a year ago last May before the Department of Agriculture, and when I returned I told Mr. Barnes of the objections advanced by the seaboard markets, and he told me that he stood for the Moss Bill, that it was needed and we should have it. I simply cite that to show that the opinion in the export trade is not all the one way.

Mr. Forbell: In opposing the resolution offered, as the representative from New York, we do so reluctantly, as we were in hopes, as were the representatives of the other export markets, that some way could be found to pass a resolution at this convention to which we could give hearty approval, that would suggest in the passage of the Moss Bill due consideration be given to the export interests. This matter at present is largely one of the exportation of corn. What position the seaboard markets will take when the grades of wheat and oats are standardized, no one of course at this time can tell. But we feel that in the standardization by the Department of Agricul-

ture due consideration to the export interests in the matter of corn has not been given. So, representing the opinions of the majority of the exporters from those markets, we desire to enter an earnest protest against the adoption of any resolution that does not give due consideration to the export interests. I have been in close touch recently with the Boston exporters. C. F. & G. W. Eddy, of Boston, are without doubt the largest exporters from that port, and they feel a deep interest in this discussion now going on, and in the proposed legislation. Mr. Eddy has written me relative to the Moss Bill, and also furnished me with a copy of the resolution that was passed by the Boston Chamber of Commerce on January 18, and when that vote was reconsidered later, on January 26, it was repassed. That resolution is as follows:

"That the Chamber go on record as opposed to the Moss Grain Grades Act, and that the Board of Directors be asked to inform the New England congressmen and senators of this stand by the Chamber, requesting them to oppose the passage of this Act."

I do not know, from any conversation or correspondence I have had with Mr. Eddy, that his market would oppose this Act if the consideration we ask for was given in the passage of it, that is, that the export grades be slightly different from the standardized grades of the Government, so that their business may be permitted to go on as usual. With your permission, I will read a letter recently received from Mr. George W. Eddy:

"I am enclosing a copy of the resolution passed at a meeting of the Grain Board of the Boston Chamber of Commerce in January last.

"The Grain Board comprises practically all members of the Boston Chamber of Commerce engaged in the grain business and allied trades. Members were all duly notified of this meeting in advance, and the question was much discussed, with the final result that the resolution enclosed was adopted.

"We feel very strongly ourselves that a great mistake will be made to put through any legislation this winter giving Federal control or supervision to grading of grain. We have large crops to dispose of in this country, and it is vital to us to sell as much as possible for export. Buyers abroad are entirely familiar with our existing grades, and we are hampering the business at this time by changing these grades, thereby causing endless confusion and the necessity of educating the buyers to new standards before sales can be made. The competition will be keen this season with other countries, which also have large crops and prospects of large crops, and it seems to us the height of folly to raise our standards here to a point that would necessitate artificial drying, as in the case of corn or other endless hindrances and obstacles which would be likely to present themselves under Federal supervision. The exporter certainly risks enough at the present time without adding to these risks, and we feel very strongly that it would be a great mistake to attempt at this time to make any changes in our existing system of inspecting grain."

That is practically the position of the exporters at Boston. The position in New York is much the same as outlined by Mr. Graff as to Philadelphia. I personally, and as his views have been communicated to the officials of our Exchange, I know we are in hearty accord with what he has said to you, and the points he has made we cannot too strongly emphasize. There is very little I could add to what he has said. However, I want to say that the position the New York Exchange takes is what we have given to the Congressional committees, and I will quote from the testimony I gave before Senator Gore's Committee last February, and that was with the entire approval and by the direction of the officials of the New York Produce Exchange:

"The New York Produce Exchange respectfully submits, furthermore, that if the Bill is approved it should be under an amendment relieving from its provisions grain to be exported. For example, because of climatic and other conditions, it is not feasible to establish one standard for corn, applicable at all points. The existing Atlantic grades are suitable for the European demand, and should not be disturbed as this bill proposes; otherwise competition with Argentine, Russia, and the Danubian countries for the export trade to consuming countries in similar qualities will be made more difficult than before."

To show you we are not opposed in principle to this, I said:

"The principle of Government supervision we heartily endorse—supervision of grades established by grain handlers. We most earnestly protest, however, against giving

the Agricultural Department, or any bureau of that Department, power to arbitrarily fix grades at this time and forever after; not only to fix grades, but also to prescribe such impossible methods of inspection as those which have been promulgated by that Department."

With regard to the difficulties we would have to encounter in selling grain for export under the Moss Bill, I said:

"The No. 2 corn, backed up by certificate of the New York Produce Exchange, has been known for many years in all countries abroad where corn is used, and it would mean we would have to re-educate the users of American corn, and that we would have to offer it under a different grade or brand, and we would have to educate them all over again, to the great detriment of the export business. For the time being it would kill the business, until they became sufficiently familiar with the new grades that we would have to introduce, so that they would feel justified in making purchases from this country. Meantime we would suffer the competition that is hard enough to bear as it is, from Argentina and the Danubian countries. The crop of Argentine corn is used almost entirely for export, and that country is the largest competitor we have in the corn business."

We also objected to the standardization of grades



TOM MORRISON IS LOYAL TO INDIANA

by the Department alone in this thing, and pointed out how they could be established:

"Grades could be established for the domestic trade that would be reasonable and practical, provided those grades established are established by practical men—men of ripe experience in the handling of grain and first class judges of grain. They cannot be established and be made practical from a chemist's standpoint."

Further, I have this to say: The European grain handlers, as a rule, are a very conservative people. It is hard to change them from customs that have been established for so many years, and it would mean a great loss to the export business of this country if we attempted to do that.

In regard to our own market, New York is the melting pot of civilization. Immigrants come to the port of New York, and we make good citizens of them. So does the corn of all grades reach there from the West, and by proper handling is made into good corn. The certificate of inspection for No. 2 corn from New York is recognized throughout Europe as one of integrity, and the foreign buyer is perfectly satisfied with it. Why, then, should we be asked to change the custom of forty years, and tell the foreign buyer that we are no longer able to offer him No. 2 corn of the same quality as heretofore, but a higher grade of No. 2 corn, for which he must pay a greatly enhanced price. But we tell him that we can sell him No. 3 corn, which is just as good as he has been receiving. If any country seller of corn telephones you and says, "I have some No. 4 corn that I want to sell you," and you say, "I don't want No. 4 corn, I want No. 3 corn, the same as I have always bought of you," and he tells you that the No. 4 corn is just as good as the No. 3 corn, would you believe him? I don't think you would, nor would the foreign buyer believe us if we told him we were going to give him by name a lower grade of corn, officially designated and receiving the stamp of the

United States Government, and told him it is just as good as the corn we formerly sold him. We would have to educate him, and that would be a very difficult matter. You have been able to educate the domestic trade in corn because they have been near you and they are the purchasers of corn, and they are more easily educated and can see the situation better, but the foreign buyer, who is three and four thousand miles away, cannot see it in that light, and will refuse to do so, and while you are educating him he will buy grain of other countries, to your detriment.

Mr. Graff stated correctly that it would be impossible, during the corn moving season, from say November to May, or before our corn had reached that degree of perfection where its moisture content would be so low as to conform to the requirements of the No. 2 corn as laid down by the Department, to give Europe No. 2 corn; in order to do so it would have to be artificially dried, and he stated in part the cost of drying. Most of that corn would probably be dried at the seaboard, because all grades of corn reach the seaboard markets and there must be made into the export grade. No merchant or exporter would attempt to put this corn into exportable condition, that is, reach the grade of No. 2 corn, or 15.2 moisture content, without considerable expense, and he wouldn't do it for the mere cost of it—he would want a profit on the transaction. Someone must pay for the cost of drying and putting the corn in that condition. Who will pay it? Will the exporter or the merchant? No. Will the Western shipper do it? No, sir. The producer must pay the cost; the producer will receive less for his lower grade of corn when he brings it to market during those months before it has been cured than he does now.

Any interference with the export trade in corn at the seaboard markets will be reactionary all the way down the line, to the dealer in the primary market, to the elevator man, and finally to the producer, and he will pay the cost every time. The discount between No. 3 and No. 4 corn under those circumstances must become very much larger than it has ruled in recent years, and I think that should be sufficient argument to show the necessity for a change or amendment of some kind in the Moss Bill that will permit the exportation of No. 2 corn from seaboard markets of greater moisture content than that laid down by the Department of Agriculture. We bring these facts to your attention, and we ask that consideration be given those export interests that the whole country may benefit.

Mr. Brandeis: This is of course very important. We dealers in the interior are very largely interested in it, and we should do nothing to interfere with the export business. But aren't the exporters unduly alarmed about the conditions before them? I am inclined to think Mr. Graff is mistaken in his statement as to the handling of this corn in this country. I have heard from many of the interior dealers, who come in contact with the farmers, that the application of the present grain grades has been satisfactory to the dealers and the farmers in the country, and my own experience is that it has.

I believe it is giving us a better class of corn to handle than we have had in the past. I should like much to hear from Dr. Duvel on this.

Dr. Duvel: My views have already been expressed before the Agricultural Committee, and I would really rather hear from the rest of you here.

Mr. Graff: It no doubt has been satisfactory to the domestic trade to buy and sell corn on the standards adopted by the Government. We do not question that; we feel that is desirable even for the trade in Philadelphia to the ocean line, or to the line of placing the grain on board the vessel for export. The fact is we cannot sell any corn 15½ per cent, nor have we sold any since these grades were adopted. There may have been a few shipments of corn under our recent crop, which was very good, that did measure down to 15½, but it wasn't the requirement, and we shipped corn 17 or 17½, but we couldn't ship any corn in quantity at 15½ per cent. Therefore the question of the adopted standards of the past year or two has not worked at all with the shipper. Perhaps you think the shipper has been working on those standards, but that is not correct; the shipper hasn't recognized those for export trade. In domestic buying we understand we will get 15½ per cent in Western terminal markets, but we do not sell to foreign buyers that way. The foreign markets know what our standards are, that it is 16 to 17½ moisture content.

In answer to Mr. McDonald as to Mr. Barnes' statement, millions of bushels are going through the port of Philadelphia for Chicago merchants, on Philadelphia grades, and for Duluth merchants on Philadelphia grades. They desire the Philadelphia seaboard grade; it is important for them to have it. There are times when grain comes to Philadelphia and the other seaboard markets in just the condition that Dr. Duvel referred to yesterday, when in reply to Mr. King's question, "Will it injure this wheat if it is properly dried?" he answered he didn't think so. There are millions of bushels of wheat arriving at the seaboard today that have had to be handled in order to make it suitable to put on board ship. All of these Western markets want that privilege; they are all shipping on Philadelphia and New York and Boston and Baltimore inspection.

Mr. Forbell: Artificially dried corn, of the same moisture content as natural corn, is not as good; its keeping qualities are not secure. To illustrate this, I saw as late as last Friday when I was in the office of an exporter trying to induce him to attend this meeting so you might hear from an actual large exporter personally, he showed me papers representing a claim against some artificially dried 15½ per cent corn, a shipment made just before summer, probably April or May, when the demand from abroad for artificially dried corn increases. At the same time that this shipment of 15½ corn, which arrived somewhat out of condition, was made, they shipped some corn containing 17 to 17½ of moisture, which was naturally dried, the natural content of the corn, without any artificial drying. Both shipments were made at the same time and to the same port, and the natural corn arrived there in good condition, while the artificially dried corn arrived out of condition.

Mr. Graff: I fear Mr. Forbell's remark may lead to the thought that I do not handle this export business myself. I should not want that impression left, for I handled 20,000,000 bushels through Philadelphia last year.

Mr. Sale: I regret Mr. Reynolds is not here, and what I say will be as a representative of the Legislative Committee. The Committee have spent a great deal of time on this Bill, and have conscientiously worked with a view of getting both sides of this controversy. When Dr. Duvel first promulgated his grades, the country shippers were very much opposed to changing the moisture content of No. 3 corn, and I myself at the hearing before the Secretary of Agriculture expressed opposition to that idea, which did not carry, and the consequence was that the moisture content of No. 3 corn was changed, and the country has been buying corn quite generally under the new grades, and by the use of the moisture tester—I think in Iowa the moisture tester is in general use in buying grain from farmers, and I do not know of any complaint whatever from the farmers because of the change of the moisture content of No. 3 corn, and because of the necessity on that account of buying more of their corn under No. 4 grade that used to sell under No. 3. So I believe I express the sentiment of the Legislative Committee that this is largely a matter of education and sentiment, and that the exporters are taking the matter too seriously. The Legislative Committee have been obliged to consider that the original complaint that inspired the investigations made by Dr. Duvel came from the foreign buyers, and if they were complaining to the Government, it is not clear to us why they should not be willing to accept Government supervision of the export grades. It also occurs to me that the foreign buyers are not numerous; the farmers are thousands as compared with the foreign buyers. The exporters are in touch with them. I imagine the exporters can count on the fingers of their two hands the men with whom they are dealing in the export trade. It would not seem impossible to come to an amicable understanding with them. Further, the Government grades give the opportunity of selling corn under private brands, so there is a way of satisfying those people as to quality and still satisfying the law. Our Committee went to Washington once three days in advance of the hearing, with the understanding that the exporters from Boston, New York, Philadelphia and Baltimore would appear. None of the exporters appeared except some of the gentlemen from Baltimore. The Committee stands for the Grain Grades Act, and I hope the Convention will not interfere with the Act in any way as it stands and that this resolution will pass.

Mr. Goodman: I want to call attention to what has happened as to two other commodities that are in public trading, as is corn, showing how easily the foreigner or user can be quickly educated. When the Lever Bill was passed as to cotton futures, the feeling of the cotton trade was that it would cause much trouble because it raised the grades, changed them entirely from the Liverpool grades. It changed conditions that had existed for 50 years. We have been working under the new grades for some months and there has been no excitement or trouble, no depreciation in exports, no change in business. The coffee grades were changed by Brazil last summer, to take effect on the first of July. Immediately the coffee market assumed better grades, and when the grades went into effect we had forgotten there was any change, and I think our friends in the grain line will have the same experience.

Mr. Riley: We have more than once affirmed our allegiance to the action of the Legislative Committee and endorsed the Moss Bill. At our meeting in Indianapolis Mr. Forbell was there and he presented this matter, and we had an excellent meeting, and our people endorsed the Moss Bill. As Mr. Sale has said, the foreign buyers of corn are few in number and they are capable of education. In the country we must deal with thousands of men and get them to understand the purpose of the grading system, and we are succeeding well. We did oppose the change of the No. 3 grade because it was so well introduced, but after the change was made we found our people slid into it with great equanimity. Again, the foreign trade at the present time is very seriously disturbed by shrapnel and other elements that have entered into the commerce of the world that haven't heretofore been a potent factor, and

Germany, the largest receiver of grain from this country, is so busy warding off the attacks of the allies that they will probably not know when they get through what kind of grain they formerly did receive. (Laughter.) If there was ever a time when we could enter an educational campaign with the hope of little friction, it is at this time. I believe our exporters are unduly alarmed. They handle the surplus grain of this country. As to corn, that amounts to two per cent. The great mass of the people handling the 98 per cent seem in perfect harmony with this, and I ask them to labor with their people abroad, who have confidence in them, according to our opinion and their statement, and believing in their former grades and because of their confidence, it will be easier for them to educate their people now than if they lacked that confidence in them that some people thought they did lack. I believe now is the time to put this on a firm basis, and our Association stands committed to the Moss Bill.

Mr. Dorsey: Representing your baby affiliated association, President Metcalf was present last May, when we passed a very strong resolution favoring the Moss Bill, and that meant without any frills or furbelows added. I am not like these other gentlemen who admitted they were wrong. I was at that hearing at Washington, and I favored the changing of the grades, and I am glad all of them have found out they were wrong about it. This Association has gone on record heretofore as favoring the Moss Bill. We did at Kansas City, and if we vary a little from that and say we are willing



LOUIS MUELLER, PEORIA, ILL.

to have it changed, it may affect the passage of that bill, and we need it. These gentlemen came before the Committee yesterday, and they were heard, and I called their attention to the fact that at this hearing before the Secretary at Washington there was a representative sent over by the Corn Exchange of England urging that these grades submitted by Dr. Duvel be adopted, and he said if we had the Government certificate upon it, it would give stability to our grades and preference to our corn. We are all working for uniformity and stability, and I do not think we should adopt a rule that permits of variance.

Mr. Forbell: The change we recommend in the Moss Bill would facilitate its passage, for then it would receive the unanimous approval of both the domestic and export markets. Mr. Riley overlooked the fact in his statement as to the two per cent of the corn of this country being exported, that that two per cent of corn exported from this country, the price paid for that regulates the price of the grain for domestic consumption.

Mr. Graff: Instead of preventing the passage of the bill, if we could endorse it unanimously for domestic use, then it would answer every purpose rightly. The grain would be inspected under the Department of Agriculture as domestic grain and competed for and sold in the United States; but where the sales and transactions are made with foreign countries, where our rules do not hold at all, it will be a hardship. Would the committee object to the three words, "for domestic use" tacked onto the resolution to adopt the bill for Mr. Moss unanimously, "for domestic use"? If they would accept that, the seaboard would vote for it.

Mr. Dorsey: That was discussed, and the committee does not agree to it.

Mr. Danforth: I represent the other extreme of this proposition, the farmers, and as their representative I was in Washington at that hearing, and we gave this matter considerable study. I had quite a talk with the gentleman from England. I was desirous of finding out what the Englishmen wanted in the way of corn, and

his words were that "American grain today is being discriminated against because we never know what we are getting. The grades are not definite, they vary, and if we could get high grade corn with a low percentage of moisture that we know will arrive in condition, we will pay a good price for it." He said that with the present grades they would buy No. 2 corn, because it was commercial corn, and they hoped when they got it to get corn up to that grade, but that many times they did not. They were depending on the shipper, and there was nothing definite. Corn coming from different parts was graded under different conditions. He said they would welcome Government grading of grain. That was one of the things that made me for this uniform grading of grain, and I believe every farmer selling corn under the new grades is satisfied with them, and he knows if he produces corn that comes up to the high grade, he will be paid for that grade, and that is what he wants. I know it is possible for the farmer to produce No. 2 corn if he is paid for it. If they want a grade of corn that will come up to No. 2, and will pay us for it, we will produce it.

Mr. Graff: Is the farmer doing that with wheat today? Your proposition will arise in wheat. The seaboard cannot maintain a standard less than the majority of the grain you will give us; we must have a standard we can reach. The wheat crop today is not making No. 2 anywhere, despite the fact the farmer is willing to grow it.

Mr. Danforth: Of course this is an abnormal year. (Motion to adopt resolution carried.)

OTHER RESOLUTIONS ADOPTED

Reducing Telegraph Expense.

Whereas, there is for collection and delivery very little expense attached to the transmission of messages between members of the various Grain Exchanges, during the hours the Exchange is open, therefore be it

Resolved, that we request from the two large telegraph companies a reduction from regular rates between points where Exchanges are located, on messages transmitted from the floor of the Exchange, between the hours of 9:30 a. m. and 1:15 p. m., Standard Time.

A Scientific Tariff Endorsed.

Whereas, the tariff has always been a political issue and a subject of party expediency without reference to economic or scientific principles, to the great detriment of the country at large, therefore be it

Resolved, that the Grain Dealers' National Association, in convention assembled, do hereby declare their belief in an equitable, scientific and economic adjustment of the tariff by a non-partisan and non-political board, as suggested by the Tariff Commission League, and hereby pledge our support to the consummation of this end.

Endorsing Use of Cotton Sacks.

Whereas, it is fraternal and expedient to lend aid whenever possible to the cotton interests of the country, therefore be it

Resolved, that whenever possible we recommend the use of bags, bagging and twine, manufactured from cotton, a domestic product, rather than from jute and other foreign fabrics.

Endorsing Dr. Duvel's Work.

Be it resolved, that the Grain Dealers' National Association heartily endorse and approve the very able and efficient work of Dr. J. W. T. Duvel, and his department in standardizing grain grades, and hereby extend our thanks to the United States Agricultural Department and Dr. Duvel in their efforts to place our grain grades on a uniform and stable basis.

Interstate Commerce Commission.

Whereas, it is believed that special interests through certain agencies, which without proper investigation or appreciation of the enormous work of the Interstate Commerce Commission, is inclined to criticize its acts, and

Whereas, the Interstate Commerce Commission is engaged in the very difficult task of construing and applying the law, so that the Act to regulate commerce may protect the interests of the small dealer or shipper, while at the same time according full justice to the larger interests—thus making it worthy of the approval of all those interests which, under the spirit of the Act to regulate commerce, it was intended to serve, therefore be it

Resolved, that the Grain Dealers' National Association, in convention assembled, again places itself upon record as commending the services of the Interstate Commerce Commission, and expresses approval of its acts, and its honesty of purpose in this great work.

Western Union Praised.

Whereas, the Western Union Telegraph Company has rendered a manifest service to the trade by reforming their service in noting on all telegrams, as well as Day Letters (with the exception of messages filed at railroad station) the time of filing of said messages, thus showing the exact time occupied in transmission and delivery, therefore be it

Resolved, that this action of the Western Union Telegraph Company be commended and that our Committee on Telephone and Telegraph be instructed to use its best efforts toward securing similar service on the part of the Postal Telegraph Company, and be it further

Resolved, that we request the telegraph companies

to extend this feature of their service to all offices receiving messages for transmission.

Pomerene Bill Re-endorsed.

Resolved, that we re-affirm our endorsement of the measure known as the Pomerene Bill of Lading Bill, and that the members of this Association pledge themselves to use all honorable efforts to secure, during the coming session of Congress, its enactment into law.

President Wilson Commended.

Whereas, the members of this Association, in common with all right thinking citizens of this Republic, deplore the contest now raging in Europe, and deeply appreciate the wisdom of the policy that has to this moment held this nation in the paths of peace and that has effected an honorable and dignified solution of the intricate diplomatic questions incident to the struggle abroad, therefore be it

Resolved, that we hereby authorize the president and secretary of this Association to convey to President Wilson this expression of unqualified endorsement of his peace policies, and of his conduct of our relation with the belligerent nations, and pledge ourselves patriotically, by word and deed, to aid the Chief Executive in holding the American nation true to the ideals and elements that constitute real national greatness.

Thanks to Peoria.

Resolved, that our sincere thanks be extended to the members of the Peoria Board of Trade, the Hotel Jefferson, the press and the citizens of Peoria, whose many courtesies and genuine hospitality has added so much to our pleasure and comfort during our brief stay in their beautiful city.

Mr. Wayne: The members of the Committee on Resolutions did not feel competent to express their sincere thanks to the president of this Association for the noble and remarkable work he has done during the past year. This matter affects me very much, because the president is one of my dear friends. It affords me unusual pleasure to be able to say that his administration has been a great gratification to me, and the other members of this committee wish to make some similar statement.

Mr. Eikenberry: The members of the committee were unable to agree on this, because there wasn't at the command of any member of that committee language sufficiently strong or comprehensive to adequately convey the thanks of the Association for the services of the president and secretary during the past year. Some one has said that the mark of merit in a man was the measure of his usefulness, and if we are to measure the secretary and president by this mark, we can hardly determine their merit because of the magnitude of their usefulness to the Association. I do not wish to add words of laudation and praise, because facts and figures and records speak more loudly than anything I could say, but I do wish to add my testimony to the statement that the grain dealers are indebted in great degree to the able and wise administration of these two officials during the last year, and the general grain trade of the United States is indebted to them fully as deeply. (Applause.)

Mr. Messmore: I wish, without taking the time to make a speech, to re-echo those sentiments.

Mr. Dorsey: I usually can express myself, but I haven't found words to use in this case. Our Association is your baby affiliated organization, and it was wholly due to the visit of President Metcalf and Secretary Quinn at our annual meeting that brought about this result. Down in Texas we are different from you gentlemen, we are not so modest; we are raised on the ranges with the cattle, and we feel like saying a spade is a spade, saying what we believe, and I want to say now that I have been in many conventions, but it has never been my pleasure to be before as easy going, business-despatching, able, fair presiding officer in my life. (Applause.) And I am going to add, at the risk of embarrassing him a little, that he is about the handsomest presiding officer we have had. (Laughter.)

Mr. Wayne: I believe at this time it would be proper for us to show our appreciation of the service you have rendered, and I will ask the members of this Association to do so by rising. (Entire body stands.)

The President: Brother Grain Dealers, I am greatly moved by this expression. I do not know how I can find words to express myself for this mark of respect. I believe as chairman of this convention, hewing close to parliamentary lines, I should pronounce the whole thing out of order. (Laughter.)

Mr. Dorsey: We should appeal from the decision of the Chair.

The President: If there has been anything done toward placing this Association upon a higher plane of usefulness, it has been accomplished only by the individual co-operation of its membership and not by the officers alone. It is true the secretary and myself have done the best we could, but it is that great fraternal spirit that has taken hold of the individuals of this Association that has made possible its tremendous advance, not only in numbers, but in the service it renders to the citizenship of this country. Without that co-operation, actuated by a fraternal spirit, it would have been utterly impossible. We have that spirit expressed here today in a pronounced measure when we have been discussing this question as to the endorsement of the Moss Bill. Have you noticed how fairly, honestly and conscientiously this matter has been handled, and although our brethren from the

seaboard have differed from the majority, do you not admire the frankness and the candid manner in which these gentlemen have handled this question, and I say to you it is that frankness and candor and fairness that is the dominating fraternal factor that has made this Association what it is, and I trust it may be possible for it to attain even a higher plane of usefulness and respect and service among the citizenship of the country in the future. In my address I said that in view of the marked preferment given this Association, it was yet in its infancy so far as service to the people is concerned, and I need not implore of you, or ask you that this condition may obtain in the future, because you are men of sterling qualities, and you consider the good of the people of this country above selfish interests and so long as you do you will continue to grow and expand in this great work you are doing. I thank you. (Applause.)

The Secretary: I may say at the outset I have taken serious offense at Mr. Dorsey. He dilated at some length on the great efficiency of this pair, the president and myself, and then he began to discuss the physical qualifications of the president. At that point I notice he stopped. (Laughter.) I don't wish to go into a long speech of thanks, and to tell you how much I appreciate the beautiful sentiments expressed by Mr. Wayne, Mr. Eikenberry, Mr. Dorsey and the others, because I know you mean every word you say, and my



F. M. SMITH, CHICAGO

feelings are too deep for the moment to find adequate expression. I thank you. (Applause.)

The President: We will next have report of Committee on Natural Shrinkage, Mr. H. C. Jones, chairman. Mr. Jones is not here, and the secretary will read the report.

REPORT ON NATURAL SHRINKAGE

Secretary Quinn read the following:

It has been stated in reference to the Committee on Natural Shrinkage, "that time was" when they were "very active" and some fear is expressed that they may fall into "innocuous desuetude." Question is, whether this committee having accomplished so much in the past should not be discharged.

You may remember that the natural shrinkage problem was thoroughly discussed and threshed out at a meeting of grain shippers, grain exchanges, and rail roads at Chicago July 18th, 1911.

Since then probably each of you has had individual experience showing the necessity of scales properly installed, frequently tested, and properly cared for both at point of shipment and place of delivery, and even then the result may show variation, not from error in weights, but from changes that may have occurred inherent to the grain. It would appear that reasons having been shown, it is incumbent for those who are not familiar with what has happened to become familiar.

Four or five years ago, extensive experiments were made at Baltimore by Mr. Laurel Duvel, of the U. S.

Department of Agriculture, in conjunction with the Laboratory Committee, and members of the Baltimore Chamber of Commerce, and the railroads. It was clearly demonstrated that natural shrinkage in corn is unavoidable, based on the quality and condition of the grain at time of shipment, and climate conditions when loading. The humidity of the atmosphere while corn is in transit and the humidity and temperature at time of unloading, also has its effect.

It was said that some quality of dry corn, if subject to wet weather, might absorb moisture and increase slightly in weight whilst in transit. It was also claimed that a given quantity of corn would change in weight by handling in warehouse or elevator, based on temperature and humidity at the time. It was proven that high moisture corn when deteriorating loses in shrinkage relatively more, up to a certain point, than corn with less moisture. These facts were brought out in the corn experiments.

Very little has been so far done, on other cereals, but probably same conditions apply, more or less. The best we can do is to refer you to bulletins of the Bureau of Plant Industry of the U. S. Department of Agriculture, viz.: Circular No. 43, December 4, 1909; Circular No. 81, June 5, 1911; Bulletin No. 48, December 19, 1913. These papers give you facts and figures, based on experiments made with thought and patience to assist the grain trade.

Knowledge is power, and those of you who have not read them, should do so, and learn the reason why the blame for losses should not be laid at the door of the inspection and weighing departments, at the terminal markets.

In view of weather conditions that have existed this season, unusual care should be given the handling of wheat and oats, to avoid deterioration in transit and shrinkage in weight.

All states are not blessed like the Prairie State with soil and climate so adapted to corn growing, and we know that climatic conditions vary in different latitudes, and the weather during maturity and harvesting and curing has all to do with natural shrinkage, therefore knowledge and efficiency is necessary to best results. The seasons come and the seasons go. We can assist, but we cannot control Nature.

Mr. Forbell: I move the report be received. (Seconded by Mr. Boney, and carried.)

The President: The next will be the report of the Auditing Committee, Mr. McCord, Chairman.

REPORT OF AUDITING COMMITTEE

Mr. McCord: All I had to do was to submit the books to the committee, as I was responsible for the system myself. The other members of the committee have written the report, as follows:

We have today examined the books of the Grain Dealers' National Association—cash received, cash disbursed, and the bank book—and find the different items composing the same to be complete and correct as stated in the Secretary-Treasurer's report presented to this Association.

We desire to heartily commend the system of book-keeping as in force and to advocate its continuance.

Mr. Riley: I move the report be accepted. (Seconded by Mr. Dorsey, and carried.)

The President: We have a little matter to report to you, it is in the nature of a report on the Booster Campaign. We offered three prizes to the members getting the first, second and third largest number of applications for membership. None of the gentlemen who won the prizes are here. Your secretary, Mr. Quinn, sent out a bulletin that when 200 applications were obtained, the campaign would be closed, and Mr. T. J. Moore, of Ft. Worth, was ahead when we reached the 200 mark, but when the gavel fell on Monday Mr. Cash was ahead, Mr. Moore having obtained 24 and Mr. Cash 25. The Board of Directors felt so grateful to these gentlemen for the service that they had rendered the Association that they instructed that two first prizes be given. The two prizes are just alike, but we had only provided for one, and so we ordered the second one. They are beautiful loving cups. I am sorry you could not see them, but perhaps they will be at the next session or some others. The second prize was awarded to Mr. Early of Amarillo, Texas, and consists of a beautiful pair of initial diamond cuff buttons. The third prize was to have been a diamond stick pin, which we have on hand. That will be held in escrow until next year. (Laughter.) This little mark of appreciation is certainly not too much for the services these men have rendered the Association. All the boosters have rendered great service, and these men in particular have spent much time and work on it, and I am glad they are to receive these prizes. Is there any unfinished business?

Mr. Riley: In the president's address recommendation was made with reference to an intermediary committee that might take charge of cases developing for arbitration, with a view of acting in a friendly capacity between the parties, so that they might settle the matter without going through the process of arbitration. I do not know whether the Committee on Resolutions overlooked it, but it seems important. Many men who fail in the arbitration cases become angry at the Association, and cease to be as good members as they were before. All these matters are matters of business, there is no principle involved as a rule. In our state

Association, when matters of that kind begin to develop, the secretary undertakes to bring about a settlement between the parties, and it is only the case that cannot be adjusted that finally reaches the Arbitration Committee. I will move that the recommendation of the president as to that matter be referred to the board, with authority on the part of the board to take such action in the matter as may accomplish the recommendations, if in the judgment of the board the same is advisable. (Seconded by Mr. Merrill, and carried.)

The President: The next is new business.

J. N. Goodell: I desire at this time to offer to the Association a beautiful solid ivory gavel. I would like the Association to accept it, and you by motion present it to the chairman of this convention, the president of the Association. I will have it very elaborately made up and engraved, and I therefore present this gavel, which is not here, but which will be sent under your instructions to the recipient. (First Vice President Messmore assumes chair.)

Mr. Dorsey: I move that the gavel tendered by Mr. Goodell be accepted with the thanks of the Association, and presented to the president as a permanent memento. (Seconded by Mr. Riley, and unanimously carried.)

The President: I thank you, gentlemen, and desire to thank Mr. Goodell for his thoughtfulness and kindness in this matter. Mr. Goodell is a personal friend of mine, a manufacturer, a dealer in specialties, of Chicago, who arranged for these special prizes. I have long known Mr. Goodell, and cherish his friendship



THE BIG CHIEF FROM TOLEDO

very highly, and he has been here as an invited guest to attend this convention, and has been enjoying the sessions.

The next will be the report of the Committee on Nominations, which will be read by Mr. Cofer of the committee.

REPORT OF COMMITTEE ON NOMINATIONS

Mr. Cofer read the report, as follows:

Your Committee on Nominations has the honor to report and recommend the following nominations, which it respectfully submits. We feel impelled to make the statement that we were frequently at a loss to decide which of our members were most eligible for the position, from the fact that we had an almost unlimited number of capable men from whom to choose. In our selections we have been guided quite as much by geographic considerations as by personal qualifications, to the end that the interests of our organization might best be subserved, and every community so far as is possible have representation. Nominations for president, Lee G. Metcalf, Illinois; first vice-president, John L. Messmore, St. Louis, Mo.; second vice-president, E. C. Eikenberry, Camden, Ohio. Directors for two years: Dan Joseph, Columbus, Ga.; James L. King, Philadelphia, Pa.; J. P. Donahue, Milwaukee, Wis.; L. W. Forbell, New York City; E. P. Peck, Omaha, Neb.; A. F. Owen, Minneapolis, Minn.; J. E. Rahm, Kansas City, Mo.; Joseph Wade, Memphis, Tenn.; W. W. Pollock, Mexico, Mo.; H. E. Boney, Wilmington, N. C.

Your committee was unanimously agreed upon demanding the renomination of our first three executive officers whose energies and untiring zeal have accomplished so much for us, and it is our earnest hope that this convention will not consider a declination from any one of them.

Mr. Radford: I move the secretary be instructed to cast the vote of the Association for the gentlemen named in the report of the committee. (Seconded by Mr. Riley, the motion is put by Mr. Radford, is unanimously carried, and the ballot so cast, the gentlemen named being declared duly elected.)

President resumed chair.

The President: If there is nothing to come before

us, this Nineteenth Annual Convention of the Grain Dealers' National Association will stand adjourned.

SECRETARY QUINN RE-ELECTED

At the directors' meeting, held at the close of the regular session, Secretary Charles Quinn of Toledo, was re-elected for the coming year at a handsome increase in salary.

Galveston, Sioux City, and Baltimore were considered for the 1916 meeting. The claims of each city were carefully reviewed and Baltimore was finally chosen. The dates decided upon were October 2, 3, and 4, 1916, and if the warmth of the invitation is a criterion the meeting will be a memorable one.

Entertainment Features

To feature any particular event in connection with the entertainment provided by Peorians during the convention is to be unjust toward the rest. From the time each visitor arrived he was made to feel the hospitality with which the very atmosphere seemed to be charged. Even the bell boys at the Jefferson felt their responsibility as hosts. In fact the hotel is to be congratulated on the manner in which it handled the great crowd.

On Tuesday night the smoker at the Shrine temple was a great success. The auditorium of the temple is one of the most beautiful halls in the state and the program delighted everyone present. Professional and local talent were both presented, the latter having the call if there was choice in the general excellence. The Temple Quartette, of St. Louis, made a great impression whenever and wherever they sang. Refreshments and dancing followed the formal program and continued till a late hour.

The ladies were delightfully entertained during the three days of the meeting. On Monday afternoon there was given a reception and tea in the Crystal room of the Jefferson Hotel. An auto ride on Tuesday morning ended at the Creve Coeur Club where luncheon was served. There was then held probably the last formal meeting of the Ladies' Auxiliary as it is not felt that the social events or interest needs such an organization. Mrs. Bert A. Boyd of Indianapolis rapped for order and requested Mrs. Willis E. Sheldon of Jackson, Mich., to express the thanks of the Auxiliary to the Ladies' Entertainment Committee, which she did in a very gracious manner. Then tables were arranged for bridge with handsome souvenir spoons as prizes.

On Wednesday afternoon the ladies were entertained at tea at the well known dry goods house of Block & Kuhl Company of Peoria. Mrs. McQuade, daughter of C. C. Miles, was chairman of the Ladies' Entertainment Committee with Mrs. B. E. Miles as her assistant.

The automobile ride for the gentlemen took place Wednesday afternoon. The route led through Bradley and Glen Oak Park along the 3-mile Grand View Drive to the Peoria Country Club. From the drive and the club house, the view along the Illinois River to the rich farming lands beyond was very beautiful and the crimson, yellow and gold of the October foliage made enchanting pictures through the winding ravines and graceful curves of the roadway. All delegates were delighted with this trip.

Peoria Paragraphs

The Bennett Commission Company of Topeka, Kan., brought samples of Kaffir, milo and feterita.

Ed Shepperd of Cleveland Grain Company, Indianapolis, Ind., wore a bright smile. It was a two weeks' old girl.

E. D. Bargery, representing the Union Iron Works of Decatur, Ill., was a late arrival, but was cordially received by his many friends.

Very few know that J. W. McCord, Columbus, Ohio, secretary of the Ohio Grain Dealers' Association, is an oil and gas magnate. Ask him.

Will Cummings, representing J. F. Zahm & Co., of Toledo, Ohio, left the meeting at the close for a ten days' trip through northern Indiana.

Ed Fitzgerald of Fitzgerald Bros., Cincinnati, Ohio, went home via Chicago, to spend a day in greeting his friends on the Chicago Board of Trade.

G. E. Meech and Frank A. Coles of Middletown, Conn., came west to the convention. They promised to send a large delegation from Connecticut next year.

Market quotations were furnished daily by T. A. Grier & Co., from the private wire of Logan & Bryan of Chicago, for whom they act as Peoria correspondents.

The National Association of Chief Grain Inspectors held its annual meeting on Tuesday afternoon. All the former officers were elected as follows: President, E. H. Culver, Toledo; vice president, S. E. Thomas, Baltimore; secretary-treasurer, F. P. Tompkins, Peoria. The following chief grain inspectors were admitted to

membership: Lee D. Irwin, Louisville, Ky.; G. H. Tunnell, Minneapolis, Minn.; H. E. Emerson, St. Paul, Minn.; E. J. Costello and E. W. Bailey, Chicago.

William H. Howard, secretary of the Indianapolis Board of Trade, was pretty chesky about the big run of grain to that market in July and September, stating it was the largest for any two months in the Board's history.

P. C. Kamm of Milwaukee lost the entire party of Milwaukee delegates after arrival on Tuesday morning and felt great apprehension until they were finally located.

F. E. Godfrey of Simonds-Shields Grain Company of Kansas City, Mo., left with the Chicago delegation for that city and will spend a few days in the Chicago market.

The only Miles absent from Peoria was Grant M., son of C. C. Miles. He was at the Civilian Camp at Fort Sheridan, Ill., where he expected to stay until October 20.

F. A. Witt of Indianapolis abandoned his motor car to go to the convention with the Louisville, Cincinnati and Indianapolis delegates. They filled one car out of Indianapolis.

Dan Joseph of Columbus, Ga., said that his state had the largest crop of corn in its history and that, owing to the boll weevil, the crop of 1916 would greatly exceed this one.

E. E. Huntley of Omaha, Neb., stated their new exchange building would be ready for occupancy February 1, 1916, and would be one of the finest structures in the city.

A. E. Reynolds of Crawfordsville, Ind., was kept at home by an attack of ptomaine poisoning contracted at Washington, D. C. He was missed both in the councils and in the social sessions.

There were shown samples of grain and flaxseed grown in Argentina secured by Laurel Duvel of the Bureau of Grain Standardization, Department of Agriculture, Washington, D. C.

A. W. Harwood, manager of the Peoria branch of Lamson Bros. & Co., of Chicago, completed his wedding journey by himself and bride helping to entertain the visitors at the convention.

H. B. Dorsey of Fort Worth, secretary of the Texas Grain Dealers' Association, not only represented that state, but the southern half of the United States as well. And you may lay to that.

A. S. Dumont and D. M. Cash represented the Detroit market. Mr. Dumont stated that Detroit had been the banner market this fall on yellow corn as it had been a big buyer in the west for that grade.

A. P. Husband, secretary of the Millers' National Federation, was present and spoke on the advantages of the mixed flour law, making a plea that the association did not endorse its repeal as had been requested.

L. H. Blankenbaker of Sidney, Ill., and A. E. Hartley of Fowler, Ind., were caught swapping stories about old times. They were both present at the first meeting of the association, held at the Saratoga Hotel in Chicago in 1896.

The yellow, green and lavender hats presented by Bert A. Boyd of Indianapolis at the entertainment Tuesday evening were not the disappearing kind, to every one's surprise, and were in much demand as souvenirs.

Geo. W. Cole Grain Company, of Bushnell and Peoria, Ill., gave a dinner to all the members and office force of the company at the Jefferson Hotel at 4:30 p. m., Tuesday afternoon. There were 20 people present from all departments.

C. A. Addington of the Elwood Grain Company of St. Joseph, Mo., introduced the new St. Joseph Grain Exchange which, he claimed, was a good workable organization and portended large things for the grain interests of that territory.

There were a number of small social gatherings on Monday evening, C. C. Miles entertained a box party at the Orpheum Theater where an unusually good program was presented. After the regular performance, the St. Louis Grain Men's Quartette appeared and sang several selections.

Martin Mullally, George Martin, Jr., and George Harsh were the committee in charge of the St. Louis delegation which was unusually large and included very many of the best firms in that market. Forty-four reservations were made in the St. Louis-Peoria Special which reached Peoria Monday morning.

On Tuesday evening, the secretaries of the different exchanges represented at the meeting took dinner together at the Jefferson Hotel. They were present on a call sent out by Secretary E. D. Bigelow of the Kansas City Board of Trade and the purpose of the gathering was to discuss matters common to the offices of all the exchanges and promote a feeling of cordiality among the secretaries themselves. Those present were: E. D. Bigelow, Kansas City; W. H. Howard, Indianapolis; H. A. Plumb, Milwaukee; John G. McHugh, Minneapolis; J. C. F. Merrill, Chicago; Fred Pond, Buffalo; C. F. Macdonald, Duluth; F. P. Manchester, Omaha; John R. Lofgren, Peoria.

The Registration

COLORADO

J. T. Olson, The Farmers' Grain Company, Denver.

CONNECTICUT

G. Ellsworth, Meech, Meech & Stoddard, Inc., Middletown; Frank A. Coles, The Coles Company, Middletown.

DISTRICT OF COLUMBIA

Laurel Duvel, J. W. T. Duvel and Geo. Livingston, U. S. Dept. of Agriculture.

GEORGIA

Dan Joseph, Columbus.

ILLINOIS

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VIRGINIA

W. E. Cook, C. & O. Railroad, Norfolk; V. L. Cofer, J. H. Cofer, J. H. Cofer & Co., Norfolk; Arthur L. Phillips, Richmond.

WISCONSIN

A. A. Breed, chief grain inspector, Milwaukee; A. R. Taylor, Fagg & Taylor, Milwaukee; H. A. Plumb, secretary Chamber of Commerce, Milwaukee; B. D. Leith, Wisconsin Experiment Station, Madison; Chas. A. Krause, Milwaukee; P. C. Kamm, Milwaukee; R. J. Nicond, Milwaukee.

A Matter of Reputation

Specializing in Grain Offers a New and Attractive Field for Dealers—Some Typical Examples—Not Necessary to Curtail Other Lines Handled

By KENNETH CARDWELL

DURING late years it has become the fashion to go for special services of any kind whatsoever to somebody who has the reputation for knowing how to do that particular thing better than anybody else. Before appendicitis became popular, so to speak, the old family doctor handled the situation with castor oil and an easy mind, but nowadays he calls in without delay a surgeon specializing on abdominal sections, and splits a fee of \$200 or so. The patient loses a troublesome appendage, and both doctors, not to mention the hospital and the nurse, profit handsomely. Everybody feels better, and it beats the old-fashioned way, therefore, from every possible standpoint.

Likewise, when a big corporation is organized, its interior machinery is devised by a lawyer who has given time and attention to that particular line of work; he is a corporation specialist, and he makes large chunks of money at it. Even farmers have seen the wisdom of doing at least three or four things better than the remaining 15 or 20 which they look after incidentally, and they recognize, for the most part, that there are to be found up at the State Experimental Station other experts each of whom knows one thing better than anybody else in the state. This has helped farm yields and made money for the whole country.

That is why it may here be pointed out, in the light of these excellent examples, that there are to be found here and there among the ranks of the good old grain trade men who have done fairly well for themselves by the use of the same identical idea, and, furthermore, that there are few dealers, small or large, who cannot do likewise. It is largely a matter of making up one's mind to do it, and then assiduously spreading the news. People have an admirable way of taking a business man very nearly at the valuation he himself fixes, and this helps some, in various ways.

In other words, when a man announces that he is a specialist in this or that, people believe him. They assume, naturally enough, that if he says he is a specialist it must be so, and that, therefore, he must be unusually well versed in the particular line of endeavor regarding which he professes to specialize. Of course, it is occasionally up to the expert to make good in convincing fashion, but that is not necessarily difficult, at least in the grain trade; which is a point very well worth considering in choosing any specialty.

Undoubtedly, it is well to follow a natural bent in this connection, if it is possible to discover any. A man usually does that best which he likes to do, thus making out of his business a labor of love, in which the pecuniary profits realized become a secondary consideration. A dealer who need not be named, residing near a city which it is likewise unnecessary to locate definitely, has done this, and a number of years of fat profits bear witness to the efficacy of the plan in building business.

This dealer has always been fond of horses, although he has owned very few outside of the few head required in the conduct of his business. But he has studied the needs of horse-flesh in the matter of feed until he has become a real expert. It must be mentioned, as an essential factor in his progress, that he has cultivated the friendship of horsemen, trainers and owners and stable-hands, who frequent a big race-course not a thousand miles from his warehouse, and from them he has learned things of vast value in the matter of just what a horse should eat to get certain results, when he is well or when he is sick. He has watched, and assisted in, the preparation of mixed individual feeds and meshes of a nature so delectable that they would tempt a dead horse; and he knows how.

"Why, say, this man Smith over here can fix you up something for that nag of yours that will bring

him around in no time, unless it's something for the vet. to handle," declared one suburban citizen to another, who was worrying over the fact that his pet saddle-horse was off his feed. "I saw him mix a mash one morning for one of his horses that looked so good I came mighty near eating it myself. If one of these Battle Creek fellows ever got wise to the formula I bet they'd be selling it at a dime a box for breakfast-food in a week."

The man with the ailing horse hadn't done any business with Smith before that time; but he called on him, none the less, and Smith, while by no means qualified as a veterinary, sized up the situation pretty accurately. Moreover, he let fall a few remarks indicating that he was on speaking terms, as it were, not only with some of the famous horsemen at the track, but with their aristocratic charges in the barns, and that he knew exactly how a blooded animal should be coaxed along to normal condition. This, naturally, powerfully impressed the suburban citizen, who himself had seen the great horses mentioned by Smith only on the track; and when his own animal had come around, after a course of feeding recommended by the grain man, he spread the news of the feed specialist far and wide. Incidentally, he brought some mighty good business to Smith, including that of the big concern of which he was an officer.

Now, the point of this lies in the fact that while this particular grain man gained, with good reason, a reputation for being a real specialist in handling horse-feed, and in knowing what to feed and when, it was not at the expense of any other department of his business. On the other hand, it is also true that he has built up a really important business with the horsemen at the track, in the sale of the various grains and varieties of forage required by the racers.

He has done this, mark, by following a course which should be that of every would-be specialist. It was not for nothing that he "stuck around" the barns and learned the infinite horse wisdom of the men whom he met there. He learned what was wanted, and he made it his business to see that he could supply it; and then, as a matter of course, he proceeded to emphasize that fact among his friends at the track. That was several years ago. They have since learned to come to him for anything they want in the way of a special feed, knowing that he will have it, unless it is something very much out of the ordinary indeed, and that he will get it, in any case. And, as indicated, this business is of a very profitable sort.

Being known as the man who sells most of the feed to the owners of the high-priced steeds who come to the big trade, it is only natural that the owners of the plain, every-day plugs who do the work of the town are likewise prejudiced in favor of this dealer. Many of them come to him for no other reason, although they stick to him thereafter because he treats them well and sells good stuff. It all goes back to the fact first pointed out—that everybody prefers, nowadays, to do business with a man who is supposed to possess a little exclusive knowledge on the subject in hand.

The business of a small dealer on a rather obscure side-street of the city has reached healthy proportions in one department, largely for the same kind of reason. This dealer, being the proud owner and careful attendant of a classy flock of buff Orpingtons, early qualified himself as a real expert on the dieting of chickens of the feathered sort; and, naturally enough, he expanded his stock of prepared feed for fowls beyond what it would otherwise have been. Then, with a sudden realization of the value to his business of his own knowledge along these lines, he did a little advertising, and the first thing he knew he was getting an astonishing volume of business from the hundreds, or perhaps thousands, of enthusiastic amateur chicken-raisers all around the city.

The professionals—and there are a good many of them nowadays, as well as of the amateurs—followed in due season, because they have to have grain, prepared feeds, chopped alfalfa and so forth for their flocks, and they have to buy it somewhere;

and that is why this small dealer now handles more chicken business than any other two concerns in the city. It is first-class business, running into a nice lot of money, with an extra big profit in it; and it has grown out of a reputation for specialization which has been justified and lived up to.

This dealer also handles the usual line of grain and hay, and does as much business as he ever did with owners of teams, if not a little more. In fact, he has undoubtedly gained some business of this sort through getting in touch with customers for his wide variety of chicken provender, because the natural tendency is to buy all of one's supplies of the same general sort at the same place. This means that when a man has become convinced that there is only one really good place to buy what his blue-ribbon Plymouth Rocks require for their sustenance,

he is rather more than likely, in the end, to resort to that place for feed for his teams. This may sound like the tail wagging the dog, but it is even so.

Somebody who is well worthy of the high title of Wise Guy once suggested that it pays to know everything of some one thing and something of everything; and this is the whole essence of specialization as applied to the ordinary business—certainly as applied to the grain business. The average grain man handles the full line of products usually found in the dealer's warehouse, and he ought to; but if, at the same time, he is known widely as being just a little better than the ordinary run on this or that line, he will get correspondingly more than his share of that particular kind of business, besides all that is coming to him of the rest. That is why it pays.

The Uses of Sorghum Grain*

Introduction and Spread of Sorghums in the United States—Analyses and Comparisons with Other Grains—Digestibility and Palatability—The Storage Problem—Building Up an Export Trade

GRAIN sorghums are of comparatively recent introduction in the United States. The Kaffirs and durras were brought to this country about 40 years ago, milo about 30 years ago, and the best kaoliang about 10 years ago. However, the grain sorghums first became important about

how readily and safely it can be handled and shipped.

A large number of chemical analyses of sorghums were made recently. This work was done co-operatively, the Office of Cereal Investigations growing the crops and furnishing the samples and the Plant Chemical Laboratory of the Bureau of Chemistry making the analyses. The crops were all grown at the Amarillo Cereal Field Station, at Amarillo, Tex. The varieties analyzed were milo, Dwarf milo, feterita, Blackhull Kaffir, Dwarf Blackhull Kaffir, Red Kaffir and shallu.

A study of the results shows that there are no striking differences in chemical content among the varieties tested. The differences from year to year in any one variety are nearly as great as the differences between varieties. However, it was observed that feterita is higher in protein content, lower in fat content, and a little lower in starch content than is milo, to which it is most similar. In protein content it is more like the Blackhull Kaffirs, though having less fat than these.

The milos and Blackhull Kaffirs are the staple grain-sorghum crops. When these are directly compared from the results of the analyses it is seen that the Kaffirs have more protein and less starch than the milos, with about the same quantities of fat. The analyses of shallu were not numerous enough to be conclusive. They seemed to show,

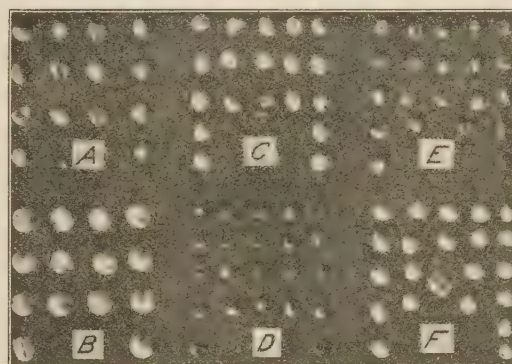


FIG. 1.—SEEDS OF GRAIN SORGHUMS
A, Milo. B, White Durra. C, Blackhull Kaffir. D, Red Kaffir. E, Brown-Kaoliang. F, Shallu.

25 years ago. Kaffir was brought to Kansas about 1890 and spread rapidly to the South and West. Milo was brought into Texas about the same time or a little later, and spread rapidly to the West and more slowly to the North.

These crops first attracted attention because they were drought-resistant. When the first wave of settlement swept across the southern Great Plains there was much difficulty in obtaining suitable crops. Corn was found to be well suited to the more humid parts and the more favorable seasons; in the drier parts of the plains and in dry seasons it failed.

All members of the sorghum family were found to be very drought resistant; in the favorable seasons they made profitable yields, and in dry seasons they were much better than corn. The grain sorghums, therefore, have come to be extensively used in place of corn for grain production, especially in the drier districts.

The two natural uses for these grains are as feed for farm stock and food for people. The value of any feeding stuff or foodstuff depends on at least four factors. The first is the chemical composition, which tells what and how much of different food substances each contains. The second is digestibility, or how easily or completely it is digested, which may determine how profitably it can be fed. The third is palatability, or how well it is liked, which may determine how successfully it can be fed. The fourth is preparation and storage, or



FIG. 2.—MILO SEEDS, HULLED AND UNHULLED, AND A SMALL BRANCH OF A HEAD

however, that it is relatively high in protein and fat and comparatively low in starch.

The sorghums were found to be distinctly higher in protein content than corn. The carbohydrate content is practically the same. The fat content is much lower in the grain sorghums, while the fiber content is also somewhat lower. Since fat is really a concentrated carbohydrate, this shows corn to be distinctly richer in carbohydrates, or starchy matter, and the sorghums definitely better in protein content.

Several experiments have been conducted during the past 15 years to determine the digestibility of sorghum grains, especially Kaffir. Most of these experiments have been made with stock, chiefly cattle and hogs, but some have used human subjects.

*Abstract of Bulletin 686, recently issued by the U. S. Department of Agriculture.

In general, all the results agree in showing that the starch of the sorghum grains is less digestible than that of corn. It is found that this difference averages about 10 per cent. In other words, the sorghum grains have about 90 per cent of the feeding value of corn. In the early experiments a difference considerably greater than 10 per cent sometimes was recorded. Later experiments tend to show that the difference really is not so large as this figure.

Let 10 per cent be allowed as a fair average of the difference in value. The grain sorghums are shown still to be profitable feeding grains when the price is not more than 90 per cent of the price of corn of the same grade.

Stock and poultry of all kinds eat the sorghum grains readily when they are of good quality. Moldy or wormy heads or musty and weeviled grain will not be palatable any more than corn, oats, or barley in the same condition. Owing to the hardness of the kernels, it is always desirable to grind or chop them for feeding.

For human food the meal of these grains has a somewhat distinctive flavor. This is not nearly as different from that of corn as, for instance, the flavor of buckwheat is from that of wheat flour.

The grain-sorghum crop is harvested in three general ways. It is cut with the corn binder, or headed with the Kaffir header or ordinary grain header, or it is headed by hand.

That which is bound may be fed in the bundle or shocked and headed later in the season or as needed. Feeding in the bundle usually is practiced only as a maintenance ration for horses not at work or cattle not producing milk or being fattened for market.

One problem in the handling of grain sorghum when the crop is headed is the proper curing and storage of the heads. Usually these heads are thrown out in long, shallow piles to cure, if the crop is at all green or if it is wet from recent rains. This is a satisfactory way of curing in favorable weather, if the piles are not made too large.

If the crop is fully mature and thoroughly dry the heads may be hauled direct to the granary or crib. This can be done more safely in the case of milo and feterita than in the case of Kaffir. The short, broad heads of milo, with their somewhat crooked stems, do not pack tightly together. The Kaffir heads are more slender, and the straight stem is still green and somewhat juicy when the grain is ripe. This crop is more likely to heat, therefore, when piled in quantity.

One of the problems in connection with the use of these grains is in the storage of the heads or threshed grain or chops. Like corn, they may get out of condition and become damaged if special care is not taken. Cribs and bins used for storing the heads should be well ventilated. They should be examined from time to time to make sure that the contents are not being damaged by heating.

The grain should always be allowed to become thoroughly cured before threshing or grinding. In ordinary thrashing a high percentage of the grain is cracked. Cracked grain will absorb moisture and spoil more readily than whole grain. Great care should be taken to crack as little as possible in thrashing. The proportion of cracked kernels can be much decreased by reducing the speed of the cylinder or by removing part of the concaves.

The grain should be thoroughly dry before being stored in bins and it should be watched while storage continues. The average moisture content of sorghum grain is not as high as that of corn. This is due partly, perhaps, to its being produced in dry districts. Nevertheless, when the water contact is above normal the grain will heat readily if not carefully handled. Excessive moisture content is probably the most common cause of damage.

Ever since these crops were first grown in the dry-land West they have been used to some extent for human food. Ground at the local gristmill, they have been turned into batter-cakes in the farm kitchen on many a winter morning. In the making of corn bread or johnnycake they have taken the place of cornmeal with satisfaction to the consumer.

The grain also may be used successfully for popcorn.

Only in recent years, however, have scientific tests been made to determine their value in the human diet. The results of these experiments show that the meal of Kaffir and milo is comparable with cornmeal. It can be used alone or in mixtures with wheat flour in varying proportions in such ways as cornmeal is used.

Owing to the absence of gluten in the protein, grain-sorghum flour cannot be used for making raised bread. It should not be ground into flour, therefore, but into meal instead. In this form it can be used for pancakes, cornbread, mush, puddings, etc., just as cornmeal is used. It can also be mixed with wheat flour in the same way as cornmeal, where desired.

In order to compete successfully with cornmeal as a human food it should have one or more of four different qualities. These are (1) greater food value, (2) a distinct and attractive flavor, (3) a different range of usefulness, or (4) lower cost. It

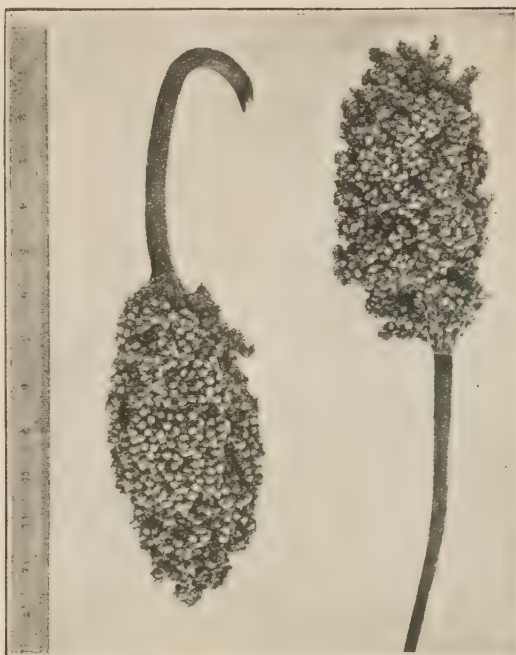


FIG. 3. MILO HEADS SHOWING ONE PENDANT, ONE ERECT VARIETY

does not appear that grain sorghum possesses any one of these four to a marked degree. Chemical analysis does not indicate a higher food value, and lower digestibility disproves it. The flavor is rather distinct, but apparently it is not sufficiently attractive to be remembered, craved, and sought. As has just been seen, its uses are much the same as those of cornmeal. Finally, there is no reason to believe that it can be produced much more cheaply in proportion to its actual value.

A varied diet is desirable. Sorghum grain can be and should be used for human food. Doubtless it will be used to some extent whenever it can be produced and sold at a figure which will make it profitable to dealer and consumer alike. It seems, however, that no large new demand is likely to be created for this crop by reason of its use as a human food.

One factor in the sorghum situation should not be overlooked. This is the possibility of developing a larger export trade in these grains. Occasional cargoes now leave Galveston or New Orleans for European ports. Very little has been done, however, to stimulate this line of trade expansion.

For several years investigations have been conducted in Germany to determine the feeding value of grains very similar to these. It will be remembered that most of the grain sorghums are of African origin. Various sorghum crops are grown extensively in the German East African colonies. The investigations in Germany were started in connection with the development of this industry in those colonies.

Germany and other European countries are importers of enormous quantities of American feeding grains. This is likely to continue in spite of colonial developments of this kind. If the facts concerning the value and profitable use of American grain sorghums can be brought to the attention of exporters here and importers abroad, a considerable demand for these crops ought readily to result. Fortunately, the producing states are situated fairly well for getting the crop to the Gulf coast for ocean shipment.

The sorghum grains, especially Blackhull Kaffir, are excellently adapted for poultry feed. In size they are small enough so that they are readily fed without cracking or crushing.

An investigation made in 1908 showed more than 100 firms engaged in the manufacture of over 200 brands of poultry feed. Figures furnished at that time by 33 of these firms showed an annual output of about 30,000 tons of these products. Approximately one-third of this quantity, or 10,000 tons, consisted of the seed of Blackhull Kaffir. This was used mostly in mixture with other grains, such as corn, wheat, screenings, etc. It probably is a safe estimate that Kaffir or other grain-sorghum seed forms fully 25 per cent of the prepared poultry feed sold in this country.

There is a steady demand for these grains in the manufacture of poultry feed. When the crop in this country has been short, similar varieties have been imported from as far away as India and China. Such importations occurred four years ago as a result of the short crop of 1909. The poultry industry is steadily increasing in this country. It is probable that Kaffir corn would form a still larger proportion of the total poultry feed manufactured if it were always available at satisfactory prices. This avenue for extending the use of these grains should not be neglected.

At the present time very large acreages of grain sorghums are grown in the states of Kansas, Oklahoma and Texas. Smaller quantities are raised in New Mexico, Colorado and California. The total acreage is not known, because no complete statistics of these crops are taken. Estimates based on such statistics as are available indicate that three or four million acres of grain sorghums are grown annually in the three states first mentioned. It is certain that the acreage of grain sorghums has increased enormously in the last two or three years, while that of corn has decreased.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of September, 1915:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	17,643,290	15,599,035	17,042,943	15,701,792
Corn, bus.....	17,107,904	2,473,156	16,865,071	506,577
Oats, bus.....	19,839,093	12,260,201	16,828,331	8,545,383
Barley, bus.....	1,345,058	42,348	1,685,012	16,666
Rye, bus.....	6,318,429	1,877,664	6,660,885	1,509,237
Hay, tons.....	39,063	45,300	6,470	7,596
Flour, bbls.....	1,013,670	1,166,224	652,497	628,119

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	9,858,000	13,496,000	7,413,000	10,593,000
Corn, bus.....	9,248,000	8,146,000	3,861,000	5,794,000
Oats, bus.....	18,172,000	16,715,000	15,579,000	17,185,000
Barley, bus.....	1,794,000	3,021,000	481,000	351,000
Rye, bus.....	641,000	351,000	489,000	226,000
Timothy sd., lbs.	9,894,000	11,208,000	5,344,000	4,845,000
Clover seed, lbs.	2,190,000	789,000	714,000	309,000
Other gr. sd., lbs.	5,789,000	4,713,000	800,000	2,573,000
Flax seed, bus.....	261,000	126,000	.....	2,000
Broom corn, lbs.	2,575,000	1,982,000	1,780,000	1,169,000
Hay, tons.....	24,466	28,591	5,168	6,258
Flour, bbls.....	766,000	909,000	630,000	846,000

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	339,000	385,000	98,000	67,400
Corn, bus.....	240,000	207,000	118,000	87,000
Oats, bus.....	644,000	417,000	319,000	307,600
Barley, bus.....	.....	.....	.....	.....
Rye, bus.....	121,000	104,000	59,000	10,000
Flour, bbls.....	26,000	48,000	35,000	43,600

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade.

Articles.	Receipts		Shipments	
	1915.	1914.	1915.	1914.
Wheat, bus.....	18,520,350	16,546,252	13,677,464	9,787,853
Corn, bus.....	.....	.....	.....	.....
Oats, bus.....	1,134,793	1,295,794	791,842	529,560
Barley, bus.....	3,472,458	2,790,816	2,218,369	2,152,442
Rye, bus.....	1,720,199	919,345	1,628,472	873,177
Flax seed, bus....	14,707	90,298	918,534	1,038,205

Selling It to the Government

An Elevator Owner Gets in the War Munitions Free-for-All by Utilizing Knowledge Acquired in the Grain Business

By GUIDO D. JANES

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	1,220,341	350,929	1,026,359	173,123	
Corn, bus.....	425,308	557,433	404,773	289,579	
Oats, bus.....	1,152,000	702,248	649,661	348,192	
Barley, bus.....	5,451	53,367	2,640	1,920	
Rye, bus.....	127,363	53,359	127,309	14,939	
Timothy sd., lbs..	13,123	17,529	6,973	10,004	
Clover seed, lbs..	1,705	4,986	1,578	1,621	
Other gr. sd., lbs.	18,380	16,229	8,910	10,919	
Flax seed, bus....	492	29	958	6	
Broom corn, lbs..	942	2,200	65,300	5,081	
Hay, tons.....	16,492	27,938	9,255	20,278	
Flour, bbls.....	153,779	166,659	106,880	115,645	

GALVESTON—Reported by R. T. Miles, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	4,900,000		4,840,000		

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	397,000	115,000	182,000	36,000	
Corn, bus.....	794,000	641,000	176,000	161,000	
Oats, bus.....	1,691,000	351,000	570,000	405,000	
Rye, bus.....	50,000	2,000	22,000		
Hay, cars.....	251	316			

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	7,273,800	13,279,950	5,242,050	9,841,400	
Corn, bus.....	691,250	527,500	518,750	336,250	
Oats, bus.....	527,000	901,000	205,700	375,000	
Barley, bus.....	88,200	47,000	112,000	14,000	
Rye, bus.....	14,300	19,800	25,400	19,800	
Kaffir seed, lbs..	112,200	8,800	232,000	5,000	
Flax seed, bus....		7,000	1,000	9,000	
Hay, tons.....	34,776	28,848	3,276	4,296	
Flour, bbls.....	13,250	21,250	274,500	199,000	

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	670,000	1,841,175	290,996	1,369,622	
Corn, bus.....	998,325	1,475,175	730,455	1,608,795	
Oats, bus.....	2,266,700	3,813,500	2,393,960	3,869,589	
Barley, bus.....	1,543,500	2,724,120	354,202	530,205	
Rye, bus.....	341,980	551,610	287,609	370,381	
Timothy sd., lbs..	699,730	263,955	749,109	467,580	
Clover seed, lbs..	967,315	282,060	714,155	653,505	
Flax seed, bus....	55,660	29,040			
Hay, tons.....	2,647	4,512	192	2,136	
Flour, bbls.....	272,470	372,920	313,927	386,571	

MINNEAPOLIS—Reported by H. W. Moore, statistician of the Chamber of Commerce.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	19,828,070	21,024,990	6,982,340	4,283,970	
Corn, bus.....	380,290	449,970	193,270	433,770	
Oats, bus.....	4,191,610	3,686,190	2,752,110	1,347,200	
Barley, bus.....	6,161,980	6,219,100	4,563,150	4,361,720	
Rye, bus.....	726,340	1,154,170	78,810	613,150	
Flax seed, bus....	346,610	901,030	6,000	32,480	
Hay, tons.....	3,030	5,999	66	100	
Flour, bbls.....	63,186	96,858	1,826,631	1,888,554	

NEW ORLEANS—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	1,873,574	5,283,178			
Corn, bus.....	338,040	190,042			
Oats, bus.....	52,080	544,175			

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	1,435,200	2,013,600	932,400	1,948,800	
Corn, bus.....	1,902,000	816,000	1,908,500	1,323,300	
Oats, bus.....	1,108,400	2,425,900	1,017,000	1,378,500	
Barley, bus.....	30,800	36,400	7,000	17,000	
Rye, bus.....	63,800	74,800	48,000	65,000	

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	434,800	217,433	625,300	210,322	
Corn, bus.....	1,571,050	1,174,400	1,154,200	223,310	
Oats, bus.....	1,528,400	1,198,400	1,378,250	1,067,700	
Barley, bus.....	224,200	278,400	61,260	87,550	
Rye, bus.....	33,400	107,200	32,000	66,000	
Mill feed, tons...	3,900	5,695	11,150	17,098	
Seeds, lbs.....	600,000	480,000	30,000	60,000	
Broom corn, lbs..	30,000	90,000	30,000	15,000	
Hay, tons.....	3,910	7,006	472	1,835	
Flour, bbls.....	198,945	255,500	219,599	253,467	

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	2,563,092	1,900,480	2,352,169	1,707,701	
Corn, bus.....	210,850	270,281	598,780	569,660	
Oats, bus.....	1,870,837	1,286,696	520,023	471,079	
Barley, bus.....	2,000	76,789		24,890	
Rye, bus.....	87,000	113,000	86,749	42,857	
Flax seed, bus....	69,938	8,130			
Hay, tons.....	7,332	3,360			
Flour, bbls.....	157,171	200,293	58,084	66,301	

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	4,209,922	3,209,389	3,033,640	2,108,730	
Corn, bus.....	1,282,880	909,600	598,780	569,660	
Oats, bus.....	1,555,200	2,555,850	1,362,330	1,518,830	
Barley, bus.....	82,000	290,800	23,020	12,260	
Rye, bus.....	42,900	82,150	50,690	44,740	
Flax seed, bus....	620	1,200			
Hay, tons.....	22,495	31,135	9,360	21,565	
Flour, bbls.....	356,370	385,380	475,020	445,870	

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange.

Articles.	1915.	1914.	Shipments	1915.	1914.
Wheat, bus.....	1,178,000	1,033,000	667,800	306,700	
Corn, bus.....	145,200	168,000	39,600	57,400	
Oats, bus.....	771,200	452,800	512,400	403,300	
Barley, bus.....	1,000	1,000	16,900	20,600	
Rye, bus.....	10,000	18,000	3,343	4,646	
Tim. seed, bags..	6,067	4,838	568	1,356	
Clover sd., bags..	861	3,324			
Alsike, bags.....	3,179	1,388	270	254	

IRA COBB, proprietor of the Up-State Elevator, had been in business fifteen years. During that time he had accumulated enough to keep the wolf from the door.

"But I want to get rich quick," he remarked to Mrs. Cobb one morning. "I desire to retire from grain handling vocation and to spend my time in useful travel. I may also want to write occasionally for the grain trade press."

"There is no royal road to riches, husband. Business in No. 3 wheat is too slow to pile up rapidly

"Got an army contract?" queried Miss Shoat the bookkeeper.

"No."

"Well," edged in Foreman Smithereen, "Kindly put me next to your optimism."

"I will," and leading the way into a large garner, the foreman crawled in after him.

"It is this," continued the boss as the two were away from listening ears. "I have a plan to defend this country from invasion. I will not tell you about it until we see the Government. You get your good clothes on and I will give the secret to you."

"All right. But lend me your straw hat so that I may make a good appearance."

"Sure."

So the foreman got ready to leave on the evening train. At the depot Ira met him.

"Here is the secret." He said to his employe, handing him a prestolite tank filled up. "Explain to the strategy board that it is a torpedo or sea mine that is more powerful than anything ever invented."

The foreman promised to repeat everything his employer told him and boarding the train hit it for Washington.

Arriving there he got in touch with the Strategy Board and that body promised him a tryout the following week.

When the result of the trip was carried to Ira, he oanced a tango for joy, and made elaborate preparations for the trial.

At the specified time he met the Board at the Capitol. By prearrangement the said Board had secured an old Civil War vessel to try out the mine on. With this and three naval officers, the said Board, Ira and Smithereen, they journeyed down the Potomac and entered Chesapeake Bay.

"Now try out your mine," said the chairman of the Board.

Ira got busy, placed the tank of explosive under the old boat and attaching an electric wire to the tank exploded same. There was a great roar and the old hulk went into the air. It never did come back though the Board waited until after dinner.

"You win," they cried, congratulating Ira. "Why, man, you have something that we can lick the world with. We will take all you can turn out. But tell us what it is."

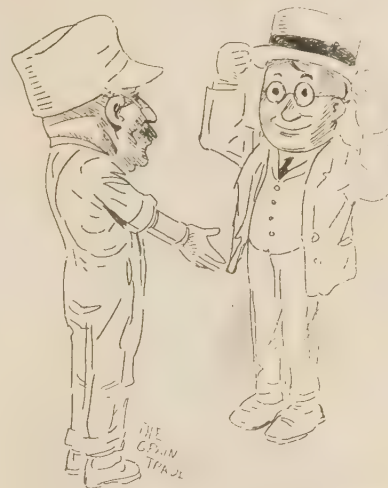
"Not until I have patented it."

"All right, sir. Get busy so we can prepare for war."

"Sure."

"But what in the Sam Hill is the stuff?" whispered Foreman Smithereen when the Board went below to get a drink.

"Nothing but grain dust."



"PUT ME NEXT TO YOUR OPTIMISM"

riches. Now if you could only saunter into another line of endeavor and make ammunition for Europe. There would be some sense in trying to gain wealth rapidly."

"That is so dear," was the reply with a shake of the head. "Now, had my parents made a machinist out of me or—"

He did not conclude for he broke off the remarks with a loud laugh.

"Joy!" he cried. "I have a plan. Joy and bliss!"

"Don't get reckless," returned wet-blanket Mrs.



"NOW TRY OUT YOUR MINE"

Cobb. "You know you are apt to become too previcus. Be sensible. Your great fault is—"

"Haven't time for your henpecking," said Ira still smiling. "Me for the get-rich-quick proposition. All I ask dearie is for you to stand by me and prove yourself a true wife."

"I will. But if you fail I will go to the Old Ladies' Home to live."

So Ira put on his straw hat, a hat he had just purchased at a cut-price August sale, and hit it for his 75,000-bushel place of business. A smile played over his not so badly wrinkled face."

THE Canadian commercial feeding stuffs act of 1909 recognizes two classes of feeds: First, those that have a more or less constant composition and can be defined by fixing limiting values; this class has generally been held to include bran, shorts, middlings and so-called chop-feeds. Second, those that are manufactured according to a formula devised by the manufacturer and considered as proprietary products; such feeds may be sold only under the registration number granted by the Dominion Department of Inland Revenue and are known on the market as registered stock feeds. The limiting values fixed for shorts or middlings were determined by the analysis of a large number of samples purchased under these names, and the conclusion reached was that shorts and middlings must be regarded as practically the same thing, must have a minimum content of 15 per cent of protein and four per cent of fat and contain not more than eight per cent of fiber.

R. G. CHANDLER
Chicago.

NEWS OF THE TERMINAL MARKETS

T. W. SWIFT
Detroit.

NEW FACILITIES IN WESTERN CANADA

It is reported that excellent progress is being made on the building of the Hudson Bay Railway terminal at Port Nelson, Canada, and that by next September there will be complete facilities for handling grain at that point.

NO CHANGE IN TARIFF

The Board of Grain Commissioners of Canada, at a recent meeting in Winnipeg, Manitoba, decided that no change would be made in the terminal elevator tariff at Fort William and Port Arthur, thus continuing the tariff of 1914-15 to next season.

MARKET FAVORS HOLDERS

"Small stocks and existing cash premiums favor holders of wheat, and on substantial reactions we prefer the long side. The prospect of much soft corn is creating an excellent demand for last year's perfect sun ripened and cured crop."—Harris, Winthrop & Co., Chicago, Ill., from a recent market letter.

LITTLE CHANGE IN RULES

The new grain grades governing the season of 1915-16 has been issued by the Wisconsin Grain and Warehouse Commission. A rule was introduced providing that hybrid red Durum and Western white Durum, owing to their inferior milling quality, should not be graded higher than No. 2. This was the only change in rules governing the grading of wheat and only slight changes were made in other grades.

GRAIN ON DEBATABLE GROUND

James E. Bennett & Co., of Chicago, Ill., say in their market letter for week ending October 11: "Wheat appears in a healthy position and many of the Eastern trade prefer it as an investment to war stocks. A good trading market expected to continue with the buying side becoming more popular.

"While the conditions surrounding corn are bearish, the price is not high and the probable strength in wheat should prevent any serious declines."

INCREASED FACILITIES AT NASHVILLE

The Merchants' Wharfbat Transportation Company has been organized to build a large wharfbat at Nashville, Tenn., which will take care of river shipments of grain, produce and merchandise. A boat will be built with a capacity of 25,000 bags of grain, and power barges will aid in the handling of shipments of grain between Nashville and Ohio and Mississippi River points. The Cumberland Seed Company, the American Flour & Grain Company, the Nell, Shofer Grain Company and John A. Tyner & Co., are among those firms interested in the project.

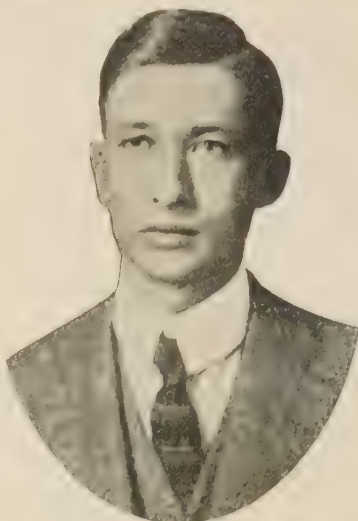
UNITED ACTION

The Madison Board of Commerce of Madison, Wis., and the Milwaukee Chamber of Commerce, together with nearly all the large towns between Chicago and Madison, and Milwaukee and Madison, recently united to secure more equitable freight rates. It was contended in complaints filed with the Interstate Commerce Commission and the Wisconsin Railroad Commission that both state and interstate freight rates were discriminatory against Southern Wisconsin. The complaint to the Wisconsin Railroad Commission contends that first-class rates in Wisconsin for 50 miles are higher than in sur-

rounding states, and to the Interstate Commerce Commission it will attack the freight rates from, and to, points east of Chicago in what is known as Central Freight Association and Trunk Line territories to Madison and adjoining cities.

STARTING WITH NO HANDICAP

There are few grain firms which have started their existence under so favorable conditions as the recently organized Scroggins-McLean Company of



M. E. SCROGGINS

Minneapolis, Minn. Nearly every new concern is obliged to "buck up" against a certain trade inertia. However, it is figured that individually the members of the Scroggins-McLean Company, who are M. E. Scroggins and J. H. McLean, Jr., have acquired so much business momentum that, by com-



J. H. McLEAN, JR.

bining forces, there are scarcely any barriers which appear too difficult for them to surmount.

Mr. Scroggins is well known to the grain trade not only in the Northwest but in other parts of the country as well. He has had nine years' experience in the Minneapolis and Duluth markets. Representing Turtle & Co., he put in four years at Duluth and later was in charge of their Minneapolis office for five years. Mr. McLean, his associate, hails from Duluth. He understands the grain business

thoroughly, although most of his time has been spent acquiring a broad business knowledge under the able tutelage of his father, who is manager of mines for the United States Steel Corporation.

Backed by brains, ability, experience, friends and a sufficient amount of capital, all the elements of success are present for the new firm and it is easy to predict for it a bright future.

OATS OUTLOOK IS STEADY

"There was more activity to the oats market during the present week than has been experienced in some time," say L. W. Forbell & Co., New York City, in their letter of October 11. "Values have improved on the average from $\frac{1}{2}$ to 1 cent per bushel. Its action has been partly in sympathy with the higher prices for wheat and corn, but it was also recognized by dealers that the situation did not warrant a further decline. The domestic demand for consumption has broadened out considerably and while the amount of poor quality oats offering is still very large, they have been gradually absorbed so that the great pressure that formerly existed has been somewhat relieved. There have been occasional sales for export, but not in volume sufficient to influence prices. While the visible supply is increasing each week comparison shows that it is about 50 per cent smaller than one year ago. Though the general situation is largely influenced by the action of other grains, the outlook suggests steadiness, with perhaps fractional advances, should the present rate of consumption continue. The demand is principally for the better grades of oats, which are only in moderate supply."

SMALL SUPPLIES MAKE FIRM WHEAT PRICES

"With three months of the new season having passed without the deluge of expected grain in the market places, the trade is beginning to realize that crop estimates and actual outturns may be at wide variance. The enormous winter wheat yield has failed to be reflected in the movement; later on there may be some increase in receipts, but from all sections there is complaint that the damage to the harvested grain has been greater than estimates. The spring wheat has been finding ready sale both to domestic millers and to exporters, with the result that there has been no increase in stocks anywhere. The weekly visible of the exchange and export cities is now the smallest in forty years, with the single exception of 1898, and is on even level with that year. That season, however, there was no damage to the wheat, and ascending prices brought it out in large quantities later in the season.

"The coming three months mark the usual period of accumulating stocks in this country, and with a third less than the usual on hand—only a week's domestic requirements—the tendency will be toward higher prices. We have been doing a fair export from this country thus far, and likely to ship out a fair quantity until the Southern harvests come into appearance. As long as this export demand is maintained there is nothing upon which to anticipate immediate lower prices. The trade, however, will be constantly beset by the overwhelming crop estimates of the Government, which are accepted everywhere as being exact, so that unless acute supply conditions develop the market will rise slowly. Should the winter wheat receipts continue to show small, the May delivery of wheat will be the strong end of the market. In the winter wheat belt our correspondent report 67 per cent of wheat prepara-

tion completed. A smaller acreage will be seeded than last year."—Clement, Curtis & Co., Chicago, October letter.

HELP ELIMINATE ERRORS

It very often happens that an operator in preparing his telegraphic order to his broker is either careless or, in an endeavor to make his meaning clear, introduces so many words as to make it ambiguous. It is very important that his conversation or message should be, "Yea, yea!" and "Nay, nay!" In other words, avoid circumlocution and redundancy and get down to good English brass tacks. C. A. King & Co., of Toledo, Ohio, was a paragraph in a recent letter to remind their patrons that their Boy Solomon, although blessed with almost superhuman insight, and able to see a market quotation through 12 feet of stone wall, was not a mind reader. They say:

"Be careful in giving orders. Buy or sell so much grain or seed, giving month and price if so desired, is the best way to give orders. Leave off the strings whenever you can. Answer margin calls as promptly as you do the dinner bell. Give stop orders early."

OCTOBER A DIFFICULT MONTH TO JUDGE

"October is a month liable to disappoint bull and bear alike," say E. W. Wagner & Co., Chicago, in a recent letter. "Over a period of 10 years, the net changes in May wheat, corn and oats lack sensation. Last October, due to war hysteria, May wheat registered one of its largest October net gains of 6%. When October arrives, the grain markets have passed through many adjustments. Domestic crop sizes are well known and we are in the center of the fall export bustle. A delayed flour demand also always feasts on new wheat receipts September to December.

"October is a middle month in the period of grain accumulation at terminals. It is far too early in the season for serious accumulation and therefore during periods of light wheat supplies is liable to bring surprising wheat rallies. The farmer finishes his winter wheat seeding October 15 to 20. October wheat and flour exports are usually around the largest monthly averages of the winter. The best modern gain in the U. S. wheat visible for October is the 14,000,000 of 1914. It is not safe to count on a large wheat visible increase during this peculiar and two-sided month. Corn visible changes are rarely of interest in October. The oats visible on record crops may gain 3 to 5 millions but October as a rule does not mean large oats supply accumulation.

"When October withers the leaves and beckons the fairy breaths of light frost that make life worth while, Argentina new wheat crop news becomes vital. October and November are the crucial crop making months in Argentina. The October of 1915 is preceded by the smallest wheat visible in history, depleted European supplies and new crop quality, a corn crop that may be a record if no frost to October 15, a winter wheat 'rained on' crop on which there are no satisfactory estimates."

CHANGES IN MEMBERSHIP

Baltimore.—Chas. W. Wells and Henry A. Nichols have recently been admitted into the Chamber of Commerce. Reported by Secretary Jas. B. Hesong.

Chicago.—The new members admitted into the Board of Trade are: L. L. Winters, John M. Galbreath, Harry B. Kempner, Milton C. McGreevy, Joseph Quintal, Otto W. Glenk, Wm. C. Schillo, Harold K. Copenhaver and Jas. A. Prindiville. The memberships of the following have been transferred: Est. of Allen C. Rous, John J. Maze, Harry L. Emmert, Robert L. Clinton, Est. of Wm. Carruthers, Jas. C. Pennoyer, John W. Geist, Est. of Chas. D. Atwood and Chas. Howe. Reported by Secretary J. C. F. Merrill.

Cincinnati.—Membership to the Chamber of Commerce have been granted to Chas. F. Droste, of the Public Elevator Company, 6th & Carr streets, and J. S. Bateman, of Early & Daniel Company, grain

and hay, at 35 Carew Building. Reported by Superintendent W. C. Culkins.

Duluth.—Members of the Board of Trade who have recently withdrawn their memberships are: Otto Keusch, Walter C. Poehler, Howard W. Commons, G. G. Hartley, A. L. Ordean and H. J. Coney. New members are: George F. Briggs, John F. Cross, Raymond E. Ebmer, R. P. Woodworth, H. J. Cross, R. A. Bissonnette and E. Rheinberger. Reported by Secretary Chas. F. McDonald.

Indianapolis.—The following have been elected members of the Indianapolis Board of Trade: C. A. Budd, R. B. McConnell and Edward Boteler, of Indianapolis; Newton Busenback, of New Market, Inc., and Harry Freuchtenicht, of Louisville, Ky. Reported by Secretary W. H. Howard.

Milwaukee.—During the month of September Wm. F. Lodds, Clarence A. Brown, Wm. J. Delaney and Theo. L. N. Port were granted memberships into the Chamber of Commerce. Those whose memberships were transferred are as follows: Edgar C. Roberts, Jas. S. Bell, deceased, Wm. J. Buttschau, and Chas. F. Freeman, deceased.

Peoria.—The membership of E. J. Naylor in the Board of Trade has been transferred to S. A. Williams of the C. & A. Railroad; that of B. J. Yeck to H. D. Bowen of Buckley, Pursley & Co.; J. E. Sunderland, Commercial Agent for the Wabash Railroad, received membership on transfer of Wabash Railroad Company, and F. Kinsinger's membership was transferred to Albin H. Kanne, Superintendent of the Great Western Distillery. Reported by Secretary John R. Lofgren.

San Francisco.—L. B. Hart, of Agnew & Hart, Merchants' Exchange Building, was admitted into the Chamber of Commerce not long ago. Reported by Secretary Robert W. Lynch.

TERMINAL NOTES

S. C. Bartlett & Co. of Peoria, are handling the private wire of Bartlett-Frazier Company of Chicago.

The A. J. Atkins Grain Company has been incorporated at Minneapolis, Minn. The capital stock is \$100,000.

The Armour Grain Company of Chicago is now being represented on the Philadelphia Bourse by J. P. Pultz & Company.

Wedding bells will ring this month for J. Carroll Fahey, junior member of the firm of John T. Fahey & Company of Baltimore, Md.

Michelena & Morena have opened a brokerage office at Douglas, Ariz., and will do a general commission business in grain and hay.

Halfdan Hafstad, son of Henrik Hafstad, grain importer of Bergen, Norway, is visiting among the principal grain exchanges of this country.

J. G. Sawyer & Co. have been incorporated at Norfolk, Va., to carry on a general business in grain and hay. The incorporators are J. G. Sawyer and R. C. Pierce.

The Cairnes Grain Company of Chicago is a recently formed corporation, the capital stock being \$15,000 and the incorporators, James E. Cairnes, A. M. Cairnes and Mark Fink.

J. H. Sherman, secretary of the Wichita Board of Trade of Wichita, Kan., is not immune from automobile accidents. In a mixup of cars recently he sustained a dislocated shoulder.

E. Erickson, recently with the grain exporting firm of Maclaren & Gentles of New York, has associated himself with the Grain Growers' Export Company of New York and Winnipeg, Manitoba.

Charles F. Glavin, grain merchant of Milwaukee, Wis., charged recently with uncommercial conduct by the directors of the Chicago Board of Trade, due to his failure, succeeded in having the charges dismissed.

The Kentucky Feed & Grain Company of Louisville, Ky., has been incorporated to take over the grain brokerage and feed business of L. L. Marshall and to operate the warehouse at Fourteenth and Walnut streets. Capital stock is \$10,000 and incorporators are George E. Hays, Harvey D. Hays and L. L. Marshall. The same principals incorporated

the Louisville Seed Company, capital stock \$10,000, to operate a local seed store.

Thomas Sampson has engaged in the grain business at Milwaukee, Wis., with offices at 86 Michigan street.

T. A. Bryant was made manager of the cash grain department of the John Wahl Commission Company of St. Louis, Mo., on October 1.

The Northern Illinois Industrial Association has purchased the glucose plant at Waukegan, Ill., owned by the Corn Products Company of Chicago and New York. It included 26 acres of land.

Charles McEwan, representing Frank A. Witt of Indianapolis, Ind., in Indiana and Illinois, has moved from Hoopeston, Ill., to Lafayette, Ind., where he has built a handsome new residence.

The H. Poehler Company, grain commission merchants of Minneapolis, Minn., has established a branch office at Billings, Mont. It is in charge of W. P. Ladd, with offices in the Babcock Building.

A new firm has been formed to do a general grain business on the New York Produce Exchange under the style of Morey & Elliston. L. A. Morey is a well known grain broker in the New York market.

Julius A. Flanders of Champaign, Ill., who has been representing H. I. Baldwin & Co. of Decatur at that point has engaged in the grain brokerage business on his own account with headquarters at Champaign.

The Reliance Coal & Grain Company of Indianapolis, Ind., has been incorporated with a capital stock of \$10,000 to deal in coal, grain and hay. The directors are William B. Wells, William Schrolucke and J. Born.

The Carolina Commission Company has been organized to carry on a wholesale grain and feed business at Spartanburg, S. C. The capital stock is \$1,000 and the incorporators are C. B. Fretwell and W. C. Bethea.

Igleheart Bros. of Evansville, Ind., have completed thirteen new grain storage tanks this year and three more are now about completed. The new storage will give a total capacity for housing 450,000 bushels of grain.

F. M. Dowling of the firm of F. M. Dowling & Co., grain and hay merchants of Jacksonville, Fla., was recently appointed by Governor Trammell to represent the Third District in the new Board of County Commissioners.

The Eastern Grain, Mill & Elevator Corporation of Buffalo, N. Y., started its new concrete elevator late in September. The capacity is 1,100,000 bushels and the two marine legs can elevate between 40,000 and 50,000 bushels of grain per hour. Its four loading spouts can unload four cars of grain at a time and the storage yard has a capacity of 1,200 cars.

Gardiner B. Van Ness, with offices in the Postal Telegraph Building, Chicago, Ill., on September 30 completed 30 years in the grain business in the Chicago markets. He started with the old firm of H. Hemmelgarn & Co. and after being 15 years with that house engaged in business for himself, making a period of 15 years in his own name on the above date. He celebrated the event out of town, having left the city on September 27 for a short vacation at Fish Trap Lake, Wis.

The new plant of The Albert Dickinson Company at Thirty-fifth street and California avenue, Chicago, is nearing completion. The site for the various buildings embraces upwards of 70 acres of land. There are over four miles of railroad tracks and about 100 cars can be "spotted" without a second movement. The railroad yard has a capacity exceeding 350 cars. The new buildings are for grain, merchandise and seed storage. The plant involves a total estimated investment of about \$3,500,000 and gives employment to 500 to 800 men.

IT is rumored that Russia's Winter cereal crops are promising heavy increases this year. Reports give the wheat at 463,000,000 bushels; rye, 7,000,000 bushels; barley 491,000,000; oats 858,000,000 bushels, and corn 79,000,000 bushels.

TRADE NOTES

G. R. McBride has purchased the business and stock of the American Supply Company of Omaha, Neb.

The Gutta Percha & Rubber Manufacturing Company of Chicago continues to maintain the reputation of Mohawk Elevator Belting, and its use in grain elevators is on the increase.

The Union Iron Works of Decatur, Ill., is paving the way for prosperity to the grain dealer in its "Western" service. A great many present prosperous grain elevators have "Western" elevator equipments.

The Barnett & Record Company of Minneapolis, Minn., is building a reinforced concrete elevator as an addition to the storage facilities of the Pillsbury Flour Mills Company of Minneapolis, Minn. It will have a capacity of 1,250,000 bushels.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., has been awarded the contract to install a 1,000-bushel Morris Drier in the Chicago & Northwestern Railway elevator to be built at Milwaukee, Wis. A double cooler will also be installed with capacity of 3,000 bushels and height of sixty feet.

While looking around, the buyer should not forget that Barnard's Separators contain every desirable feature and then some. Barnard & Leas Manufacturing Company of Moline, Ill., have special literature covering these machines as well as those composing their entire line for the grain trade. They invite correspondence on any special line in which the grain elevator owner is interested.

In these days when system plays an important part in office management, the attention of the elevator operator is directed to Fairbanks Type Registering Beam. It aids in systematically filing individual tickets imprinted with authentic weights, as the correct weight is registered in plain type on ticket of convenient size. After the beam is in balance, a slight pressure of grip handle prints permanent record, single, duplicate or as many as desired. It is manufactured and sold by Fairbanks, Morse & Co. of Chicago.

"With the Wolf at the Fair" is the title of a very handsome brochure issued by The Wolf Company of Chambersburg, Pa. While its principal purpose is to set forth the utility and beauty of the Wolf-Sperry contribution to the Palace of Food Products at the Panama-Pacific International Exposition, San Francisco, yet, as a corollary, it might be pointed out that the Wolf Feed Mills are prize winners as well, and the company's specialties for the grain elevator trade are equally prepared for effective work as the Wolf mills.

L. E. Taylor & Co., manufacturers of elevator machinery and equipment, with offices at 312 Flour Exchange Building, Minneapolis, Minn., send us a list of recent purchasers of the Englehart Flexible Spout Holder. These grain firms, who are representative in their states, number 11 in North Dakota; 4 in South Dakota; 12 in Minnesota; 5 in Montana; 5 in Kansas; 4 in Iowa; 3 in Nebraska; 2 in Indiana and Illinois each, and one in Michigan. The sales of this useful device have been running very large since early spring.

"The Use and Abuse of Ball and Roller Bearings" is the title of a new twenty-page treatise by F. J. Jarosch, chief engineer of the Bearings Company of America. The text gives explanations and experiences which help in the selection, mounting and lubrication of ball and roller bearings in automobile gears and in all other rotating parts and is intended to help in detecting the real cause of trouble. Nineteen drawings are used to illustrate the text matter. Mr. Jarosch contributes in a very practical way valuable thoughts to a much discussed subject, and automobile engineers as well

as many others who are interested in the subject will be glad to know that a copy of this treatise may be obtained free upon request from the publishers, the Joseph Dixon Crucible Company, Jersey City, N. J.

One of the feature articles of *Webster Method* for September is a descriptive writeup of the large Superior Elevator at Buffalo, N. Y. Seldom has a grain elevator been shown in so complete a manner. In all some fifteen interior views are presented demonstrating very clearly the advantages of Webster working equipment.

It requires some 368 pages to tell about Monarch elevating and conveying machinery manufactured by Sprout, Waldron & Co., of Muncy, Pa. These various machines and specialties are set forth in Catalog Section G, No. 115, and from the different types of Monarch conveyors, through elevator buckets, boots and heads, to the large troughing belt conveyor rolls, two pulley trippers and automatic shovels, show the style and correctness of detail and design that symbolize the Monarch goods. A copy of this catalog should hang in the office for ready reference and the Muncy company will send one out on request.

A BELT THAT CARRIED TWO BILLION POUNDS

What is there that could catch and carry 125 pounds in a lump from a fall of four feet at the rate of 3,200 a day? This is not a riddle but a serious problem which faced the California Hawaiian Sugar Refining Company nearly ten years ago. Its solution gave the company a new conception of, or definition for, service.

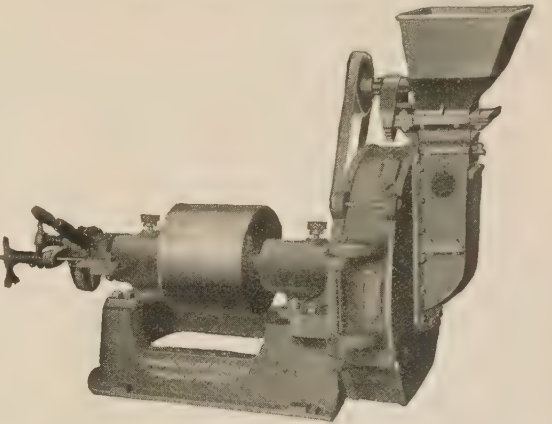
On February 15, 1906, they installed a 36-inch 7-ply Goodrich Conveyor Belt and since that time it has caught and carried two billion pounds of sugar (every bit of it having fallen that four feet) before there were any radical signs of wear. It

Figuring eight hours' run without any delays a bag of sugar would drop on to the belt every nine seconds, and if the speed of the belt was such that it could make 26 or 27 revolutions every eight hours, the bags would rest at intervals of 12 feet apart.

At this given speed, therefore, the belt will carry a continuous load of 60 bags or 7,500 pounds, and every nine seconds its heavily burdened surface will receive the sudden jolt and strain caused by 125 pounds dropping four feet.

A HIGHLY-RATED ATTRITION MILL

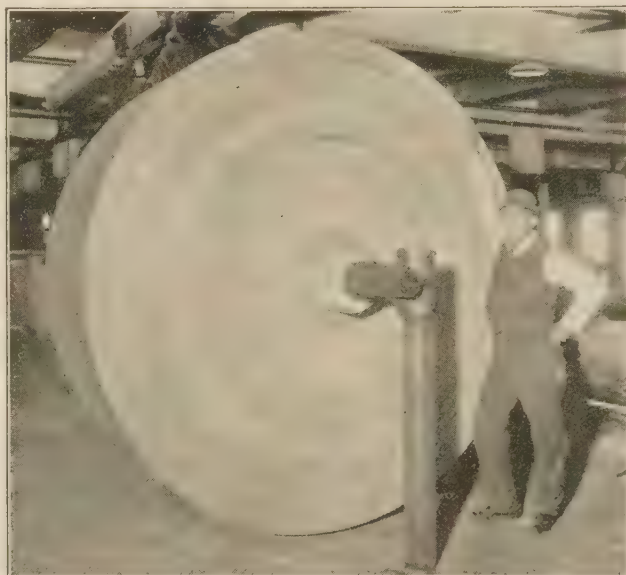
In the Diamond Ball-Bearing Single Disc Attrition Mill placed on the market not long ago by the Diamond Huller Company of Winona, Minn., the manufacturers claim to have a machine unsurpassed by



THE DIAMOND BALL-BEARING SINGLE DISC ATTRITION MILL

any other of its kind and one which contains original features which readily commends it to grain elevators and mills. The illustration shows a pulley-driven type of mill, but a motor-driven mill is also manufactured for plants having electric power. It is beyond any doubt a high-grade machine, and judging from the comments of users, stands up well under practically all kinds of service.

It is said to do absolutely uniform grinding on grain, seeds, screenings, tailings, cottonseed, spices, fertilizers, sugar and other materials. Moreover it does not get out of adjustment and a saving in power



LARGE BELT MANUFACTURED BY THE B. F. GOODRICH COMPANY, OF AKRON, OHIO.

was a whopping big belt and was quite an investment but the service it gave them was way beyond any expectations.

About one month ago this California concern entered their order with The B. F. Goodrich Company of Akron, Ohio, for another long-lived belt. Gigantic hardly described it. The man in the accompanying picture is 5 feet 11½ inches tall, and he can't begin to reach the top of the roll. A belt 1,443 feet long, 36 inches wide and weighing 11,983 pounds net is a husky proposition.

is effected because friction is reduced to a minimum by self-aligning Swedish steel ball bearings.

The one-piece attrition plates are also deserving of mention, since they are entirely original, having been designed especially for the Diamond Single Disc Attrition Mill. To effect reduction without heating or loss the plates have been arranged with concentric diagonal shears, concentric pockets and diagonal pockets with diagonal squares inside the diagonal outer row of pockets. To thoroughly understand the unique and useful form of these plates,

readers should obtain a copy of Bulletin M-1 describing and illustrating both the mill and its plates. This bulletin, together with blueprints, will be sent to anyone upon request. It is pointed out by the makers that by having four times the usual number of shearing surfaces on the outer part and nearly eight times the customary amount of material to withstand wear, they are able to compare the plate to advantage with anything on the market with regard to quality and quantity of output and also as to wearing qualities.

A NEW COMBINATION CLEANER

It is freely asserted that the new Combined Corn and Grain Cleaner which has just been placed on the market by the Union Iron Works, Decatur, Ill., will prove to be one of the most popular machines in the entire Western Line, as soon as dealers have had a chance to familiarize themselves with its good points. It is designed to handle corn and cob coming from the sheller and also to reclean corn, oats, wheat and other grains without changing the screens. The machine is said to meet the requirements of the trade in every respect and its sim-

tion. This serves to give the mass of shucks, cobs, etc., a second turning, shaking and tearing apart before reaching the second screen, five inches below, which completes the operation, and absolutely prevents any corn from tailing over with the cobs. A sand, or cockle screen is placed beneath the main-cleaning screens, which takes out the cracked corn, seeds, etc., which are spouted to side of the machine.

The lower shoe contains screens provided with perforations of a proper size for the work to be done, that is, cleaning small grain, and underneath is a cockle, or sand screen, which takes out small grains, dirt, seeds, etc., depositing them at the side of the machine. An interesting circular describing the machine in detail has been issued by the manufacturers and will be sent to readers upon request.

NEW ARBITRATION DECISIONS

Four new decisions have been handed down by the Arbitration Committee of the Grain Dealers' National Association. The first was in the complaint of E. L. Wellman against W. F. Starz & Co., alleging damages of \$335.97, account of shortage in

lots not less than 30 tons each. Smith Bros. Grain Company shipped 17 tons, but this was refused. They then refused to ship more on the ground that the contract had been violated. The loss to plaintiffs of amount stated was based on the average difference in New York of price of Kaffir and the contract price during the term of the contract. The committee ruled that the Smith Bros. Grain Company were liable for any loss sustained on the contract, but that as Keusch & Schwartz Company paid only \$1.55 per hundred pounds for the 17 tons they had refused, their claim was excessive and should not be allowed.

The third case was between the Meridian Grain & Elevator Company and the Early Grain & Elevator Company for claim of \$106, the alleged loss on a contract of milo maize and kaffir corn. After the contract was made it was found that there were no rates applicable, so defendants instructed plaintiffs to buy in a car of Kaffir corn with the understanding that they would pay the loss. The only contention was in the amount of loss sustained. This involved rather complicated freight adjustment and minimum car weight, but the Committee ruled that \$66 was the actual loss sustained, and ordered same to be paid by the Early Grain & Elevator Company, together with cost of arbitration.

The last case was between the Cavers Elevator Company and the B. Strong Grain & Coal Company, and involved two contracts. On the first a claim of \$29.20 was made on three cars of chop for allowances made to customers, as 400 sacks was contained in each car instead of 300 sacks as specified to agent. The agent did not specify size of car, and defendant withheld \$29.20 on a shipment not involved in the contract. This the Committee ordered paid.

On the second contract the claim of \$33.98 for charges and loss in disposing of a car which was mis-sent through carelessness of defendant, but plaintiff assumed responsibility for disposition of the car. The only part of the claim allowed by the Committee was for \$7.50 commission for disposing of the car. This was ordered paid by the B. Strong Grain & Coal Company, together with the costs of arbitration.

CANADA GAINS IN GRAIN TRADE

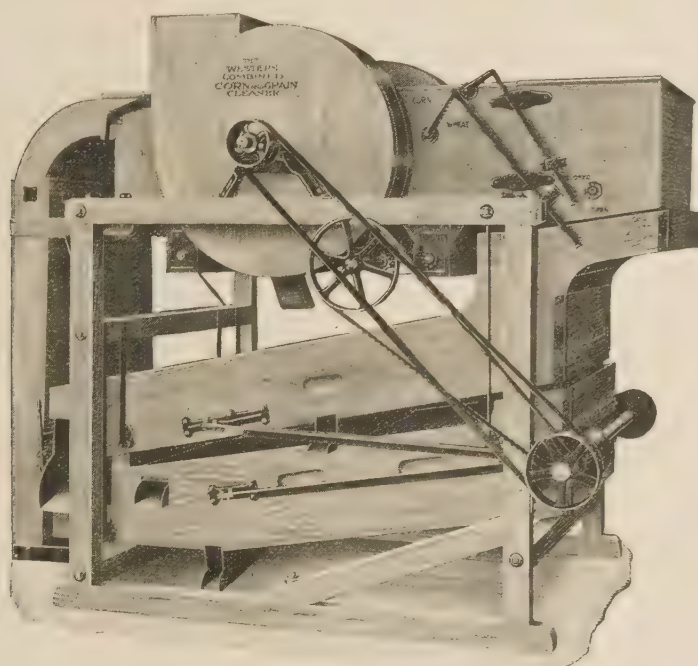
The lavish expenditures being made by Montreal and other Canadian lake and seaports to provide facilities for storing and handling grain are already diverting shipments from the United States, according to Frank S. Ellsworth, secretary of the New York State Waterways Association. In an address before that association on October 7, Mr. Ellsworth said:

The grain receipts at Montreal in 1909 were 43,551,119 bushels, and in 1914 they totaled 99,054,293 bushels, an increase of 127.4 per cent over 1909, and were only 60,000,000 bushels less than New York's total for the same year. It can be pointed out in reply that during this same period the receipts at New York increased from 94,434,614 bushels to 159,264,866 bushels, an increase of about 65,000,000 bushels, but there was also a steady increase at the other American ports.

This struggle for commercial supremacy is no affair of a day, a month or a year, but is endless and calls for the most earnest thought, the greatest strategic ability. The principal struggle has not opened along the Atlantic coast, because, I believe, New York has scarcely awakened to the danger that threatens.

When all of the forces are aligned, possibly with New York against the wall, we shall realize that we are at the beginning of the most decisive battle yet fought on American soil. In the meantime, let us assimilate the fact that Montreal has every facility—railroads, elevators and wharves—for the expeditious handling of grain, and that it is rapidly overcoming the handicap imposed until recently by a lack of vessels. Despite the higher ocean freight and insurance rates, the autumnal and spring ice hazard and the fact that it is not an ice-free port, Montreal is taking business away from New York.

Opponents of this view point to the counterbalancing fact that shippers of Western grain fear to ship via Montreal lest the vessels with which they have made contracts to carry their cargoes from Montreal to Great Britain should be commandeered in Montreal by the government for war purposes and the grain shippers' contracts cancelled in consequence.



THE WESTERN COMBINED CORN AND GRAIN CLEANER

plicity of construction is an added point in its favor.

There is, of course, a double shoe for the cleaner, the upper shoe being used for separating and cleaning the corn and cob from the shell, and the lower part employed in recleaning corn, oats and wheat. Motion is imparted to the double shoe by a counter-balanced compound shake produced by four eccentrics.

Grain is delivered to the screens by means of a valve, which diverts the grain to either shoe, as desired. A change is made by simply throwing a lever on side of machine, and changing air valves to increase or decrease the suction in air legs, as the occasion demands. The grain, upon entering the receiving hopper, drops to a steel pan, controlled by an automatic valve, which spreads it evenly across the shoe before depositing it on a set of malleable fingers, where a quick separation is made, carrying the cobs, husks, silks, etc., over the ends of the fingers, and allowing the grain to fall through onto the first section of the upper screen.

An improved patented adjustable finger screen is used in the upper shoe. This type of screen is declared to be absolutely nonchokable, always clean and open, insuring a quick and perfect separation. It is made in two sections, and can be instantly adjusted for coarse or fine cleaning.

The screens are placed in the upper shoe in such a manner that the corn and cobs, in passing from one to the other must pass over a second set of malleable fingers, located at the end of the first sec-

tion. Other cars were short and the defendants paid a claim of \$138.80 on these cars. The case involved the question of terms of weights, the defendants claiming that a phone conversation after the confirmation of sale was received fixed destination weights to govern. Plaintiff denied such conversation or agreement. In the face of this conflict of evidence the Committee decided that as the contract was for grain sold f. o. b. Dunn, Barce or Wadena, that the claim be not allowed and that Mr. Wellman pay the costs of arbitration.

In the second case two claims were considered, the first, Smith Bros. Grain Company against Keusch & Schwartz Company, and the second, the latter company against the former. In the first claim Smith Bros. Grain Company contracted to deliver 125 tons No. 3 or better, milo maize, Galveston inspection, at \$1.55 per hundred pounds. Grain was delivered, inspected No. 3 Galveston, but Keusch & Schwartz Company refused draft because certificate of inspection contained the words "mixed," and "damaged broken," claiming that grain was not contract grade. Mr. Smith made a trip to New York to dispose of the grain and the cost of trip and interest was included with the loss on the grain in the claim of \$1,161.26. The Committee held that as the grain was inspected No. 3 it fulfilled the contract and ruled that Keusch & Schwartz Company pay the claim.

In the counter claim of Keusch & Schwartz Company for \$648 evidence showed that the contract called for delivery of 125 tons white Kaffir corn in

NEWS LETTERS

CINCINNATI

K. C. CRAIN - - CORRESPONDENT

WITH the banner wheat crop moving in immense volume, and prices all that could be desired, dealers in this vicinity have had all that they could attend to, and the inspection bureau is getting into a chronically crowded state, on account of the number of cars awaiting its services. Dealings on the local exchange, have been in heavy volume, and tales of profits like those of last spring are once more circulating. Local consumption has not been heavy as the millers are showing a tendency to hold off in the hope of more favorable prices, and in other departments of the trade business also has not been especially active. The traffic through this point, however, has been very large, and is growing heavier right along, largely because of the enormous movement of grain to the seaboard.

* * *

A recent fire at the plant of the Cleveland Grain Company at Sixth and Harriet Streets, was the occasion of an extraordinary exhibition on the part of a demented woman, who leaped to the seat of a hose wagon and drove the horses off at top speed. The team was finally halted by the police, after an exciting chase in an automobile. The fire, which turned out to be not at all serious, originated in the dry room of the elevator, and was due to overheating of the grain which was being dried. C. S. Custer, who is in charge of the plant, stated that the loss is comparatively small and completely covered by insurance.

* * *

H. Lee Early, of the grain firm of Early & Daniel, and president of the Grain and Hay Exchange of the Cincinnati Chamber of Commerce, has been kept moving very actively during the past month or so, what with the combined demands of business and pleasure. He took a month or so off for a vacation trip to the Pacific Northwest and the two California expositions, returning enthusiastic over the Golden West; and shortly after his return he and Secretary H. M. Brouse found it necessary to make a trip to Newport News, in connection with the adjustment of some shipments involved in the recent big elevator fire there. Other points were also visited in the interest of Cincinnati shippers, for the purpose of removing small tangles which have arisen in connection with the growing importance of the Queen City as a grain-handling center.

* * *

George Leggett, a retired grain dealer of Urbana, Ohio, well known in that part of Ohio, died a short time ago at his home in that city, at the age of 70 years. Death was due to a complication of diseases from which Mr. Leggett had suffered for the past two years. He was born in England, coming to this country in 1866, and up to the time when his illness began had been continuously engaged in the grain and milling business ever since. His last place of business was at Bowlusville, where he ran an elevator for two years, and before that he owned and managed the Westville elevator, now operated by W. H. Gordin, for six years. Mrs. Leggett survives him.

* * *

A suit has been filed at Urbana, Ohio, by Ross Kenfield, a farmer, against Albert M. Smiley, an Urbana grain and hay buyer, and Wesley Hardman, of Woodstock, for \$213.39, growing out of the alleged failure of the defendants to pay for a quantity

of timothy hay at \$10 a ton. Kenfield alleges that he agreed to deliver the hay at the stated price, and that after he had done so he was paid only \$154.81, leaving the balance sued for. Mr. Smiley stated after the filing of the suit that his connection with the matter grows only out of the fact that he purchased the hay from Mr. Hardman, and that he paid Hardman the full amount of the purchase.

* * *

The Chatfield Grain Company has been incorporated at Chatfield, Ohio, to handle a general grain and hay business. The company is capitalized at \$20,000, and G. A. Brause, B. F. Friedley, N. E. Geiger, S. J. Brown and N. C. Friedley are interested.

BUFFALO

ELMER M. HILL - - CORRESPONDENT

RECEIPTS of wheat at the port of Buffalo during September according to statistics of the United States Customs officials were 14,122,656 bushels as compared with 13,863,268 bushels for the corresponding period of last year. This is an increase of almost 260,000 bushels. Local grain merchants declare there is a tremendous amount of grain in the upper lake regions to be brought down to Buffalo and at the office of the Urmston-Harting Grain Company, it was stated that last year's record receipts will undoubtedly be broken this season.

* * *

Frank E. Williamson, traffic commissioner of the Chamber of Commerce, was in Washington early in October to attend a rehearing of certain evidence in the action of the Buffalo Chamber of Commerce and Buffalo Corn Exchange against several grain carrying railroads operating in this district. The railroads urged that they had not had an opportunity to question witnesses who gave evidence at the original hearing and therefore asked for a rehearing so they could have an opportunity to cross-examine. The matter applies to certain grain tariffs in this district.

* * *

Cattaraugus County has had one of the largest oat crops in its history. Estimates submitted to the Farm Bureau by farmers throughout the county would indicate an average yield of 40 bushels to the acre while the 10 year average is only 22 bushels. A careful count of the field sown with the treated and untreated seeds shows that the smut affects from .07 to .08 of 1 per cent of the heads whereas in the untreated fields the percentage runs from 6 to 31 per cent. The hay crop is normal and the wheat crop is above the average, yielding about 25 bushels to the acre with small acreage this year.

* * *

The Globe Elevator at Tennessee and Vincennes Sts., one of the last of the old wooden structures, has been destroyed by fire. The loss is estimated at \$60,000. The fire started in a freight car and quickly spread to the elevator. Millard Ryley, president of the Globe Elevator Company, says the building and its contents were covered by insurance. Plans of the company have not been made.

* * *

An agreement has been reached between Cleveland grain scoopers and elevator men whereby the scoopers will receive \$3.35 a thousand bushels hand shoveling, and \$2.25 a thousand bushels for shoveling where steam shovels are used. At this rate no extra charge will be made for necessary overtime or Sunday work, as was done under the

old scale when \$3.10 was paid for hand shoveling. Where elevators have steam shovels, a charge of \$1.20 per thousand bushels is made for the use of the shovels.

* * *

The final cut in the new turning basin in the Buffalo River, near the new Superior grain elevator, has been made thus opening a new basin for big grain carriers in the upper river.

* * *

At a recent meeting of the Grain Clearance Corporation held in Buffalo the fact was brought to light that grain shortages up to date during the present season have been exceptionally large. The state of affairs has been brought to the attention of Capt. William Livingstone of Detroit, Mich., president of the Lake Carriers' Association, and Capt. Livingstone has written to the grain men offering some advice with a view to remedying the existing evil. He says in part:

The Association would appreciate it if you would have your captains notified to be careful to see to it that when loading the loading spout is in or close to the hatch, and when necessary to call on the elevator to put in an extension to their spout. It is reported that in many instances the elevators will not do this unless forced to do it by the boat. There are times when the spout is some distance from the hatch, and if the wind is blowing it blows out considerable dust and some grain. Furthermore, when sweeping up the deck after loading be careful to see that the accumulation is put in the hold and not thrown overboard and that all grain spilled on the dock is put aboard. If the boat's crew takes an interest in the matter the situation can be helped out considerably.

KANSAS CITY

B. S. BROWN - - CORRESPONDENT

THE anticipations of a large October business in wheat by the more optimistic of the grain men of Kansas City are not being realized. The wheat movement, according to Harry C. Gamage, of the Moore-Seaver Grain Company, is about six weeks late. This is all due to the abnormally wet season which holds the farmer back with his marketing as it held him back with his harvesting. Over a vast area of Kansas, Missouri, Oklahoma and even Nebraska much of the wheat is still in stacks for the reason indicated. Wheat receipts here are averaging from 90 to 100 cars per day when they ought to run from 140 to 200 and this in the face of the fact that the expedients to stimulate the shipments of good wheat are exceptionally urgent. The demand is stiff and the price, all things considered, good. The Kansas City elevators, which ought to be filling up, have practically no stocks and thus far the large increase of elevator capacity has been an utter waste. That there is a large amount of wheat in reserve to come later is agreed on all hands, for the August and September shipments only touch the quantity known to have been harvested in the Southwest territory which markets in Kansas City.

* * *

The grain men say that the Southwest this year had a phenomenal crop of oats except in parts of Kansas and Southern Nebraska where the excessive rains, which have heretofore been referred to in this column, caused a rank growth of the stalk and omitted the berry in consequence. It is reported that horses will not eat this oats and that it is practically worthless for that reason. Oats shipments as yet are very small.

* * *

C. M. Woodward, manager of the Western Grain Company is not discouraged because there isn't going to be any demand for the Southwest's big corn crop in the South and Southeast where they have a big crop of their own this year. He says there will be ample demand in the East for consumption there and for export. Mr. Woodward says the wheat advance is due, in part at least, to the growing information that the earlier statistical

reports overstated the year's crop, which isn't nearly so big as was stated. Texas, he declares, is the only Southwestern state which shows even fair quality in its oats crop.

* * *

The hay situation is not materially changed as yet for the better. E. B. Bruce, of E. B. Bruce & Co., attributes the small receipts and poor quality to the fact that most of the hay had to stand too long and was hurt by rain, both in the swath and the windrow. He says a season of good weather now would help the hay situation mightily. B. M. Huffine, of Huffine & Co., says the hay coming in now is from the late cuts of prairie grass which is usually low grade. He says hay of good quality, of which there is much yet to come, commands and will command good prices. Alfalfa, when in good condition, is in very good demand.

Last September there were received at this market 28,848 tons of hay as against 34,776 tons of hay this year for the same month, but shippers say that the quality of the earlier shipments last year were very much better than this year. The shipments last year were 4,296 tons, as against 3,276 tons this year.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

THIS market like other important grain centers has recorded a wide advance in wheat prices, and traders on the Merchants' Exchange now are asking the question: "Is the rise a forerunner of speculative excitement and bullish speculation as was seen last winter while the war boom was on, or are conditions in the world's wheat markets so fundamentally changed as compared with a year ago, as to justify the belief that the recent rise was mostly efforts of a big short interest to cover contracts, and prices will fall once more to the low levels reached early in September.

"Many of the best-posted traders on 'Change voice the opinion that high values will prevail for wheat very shortly and give these reasons in support of their argument. Dollar wheat is intrinsically the cheapest 'war baby' stock for investment in the country, if the war is to continue throughout the winter; especially as the Allies are paying high prices for metals, war munitions and other supplies. There is no reason why the American farmer should take cheap prices for his wheat, despite the fact that the Government estimates the domestic yield at 1,002,000,000 bushels, a new high-record harvest, and some 111,000,000 bushels more than the record crop of last year. Much of the recent long decline they assert was engineered by certain interests to buy large wheat supplies for the Allies at low figures, and accumulate a big percentage of the farmers' crop at bottom prices in hope of selling it at a big profit later on. This plan assumed the needs of Europe would prove urgent, as they must under the present political conditions and shortage of wheat supplies in several important foreign wheat producing countries. They claim that the interests who depressed prices carried the decline much too far, as was demonstrated by the fact that the September option went out in a "squeeze," owing to a lack of supplies due to wet harvests. It was also largely influenced by reluctance on the part of the winter wheat farmer to sell his grain, which they claim is of a much smaller total than the figures shown by the Government crop report.

One authority on 'Change asserts that the loss of winter wheat from the record-breaking wet season at harvest time was over 100,000,000 bushels, and goes so far as to say that the crop report figures are being made as optimistic as possible to aid prosperity talk, as the next presidential election is just about a year away.

Another point mentioned in favor of higher prices

is that Bulgaria's entrance into the war will eliminate the possibility of the Dardanelles being opened until the war is over, and that Russian wheat might just as well be considered off the market until after the next crop. Furthermore the new war loan of the Allies has assured a resumption of exports of American wheat on a large scale throughout the winter. Then so much wheat was stacked this fall owing to the wet weather that an unusually large percentage of the crop will remain on the farms, which is invariably the case when the harvest is delayed by excessive moistures. Also although the spring wheat crop is a record breaker the trade will readily absorb every bushel offered owing to the excellent quality of the grain for milling purposes. Last but not least, the visible supply is materially under last year's, and receipts the lightest on record, if one takes as a basis the proportion of supplies received at primary markets compared with the estimates of the Government and crop experts on the size of the crop.

The bears argue this way: The war in Europe may be nearer an end than is generally credited, and that Bulgaria's entrance in the conflict may hasten other Balkan States to war and conditions become such that all parties will desire to sue for peace, even if in so doing the outcome is a draw. They claim that with peace in Europe, with the enormous crop here and the large surplus stock in Russia, that values would sell very low, especially as the buying power of Europe after the war, would be reduced for many years to come, and strict economy even in food products would have to be indulged in at least until some reaction from the enormous waste and losses had taken place. They credit the Government crop report, and believe sooner or later that the movement of wheat to primary markets will break all records, as it should do if the crop figures are correct, and claim that dollar wheat is an excessively high price in this country, with war or without, with the surplus of a billion bushel crop staring the trade in the face, especially as Canada has also raised a record-breaking yield, and will have the largest surplus on record to supply England's needs before our supplies are drawn on extensively. Time can only tell which side has the best argument—the bull or the bear.

* * *

Martin Mullally, of the Martin Mullally Commission Company, returned recently from a vacation in the East. Mr. Mullally is of the opinion that the winter wheat crop is much smaller than estimated by the Government and well-known crop experts. He expects cash grain dealers to have an unusually active year, and predicts higher prices after the surplus of the new crop has been worked off.

* * *

Receipts of wheat in the St. Louis market have been unusually light for this season of the year, but many firms expect an increase in the movement from now forward. W. H. Toberman of Toberman, Mackey & Co., says that indications are that farmers will offer grain more freely if present prices hold. He declares that the enormous grain and fodder crops will mean record-breaking prosperity for the year 1916.

* * *

Marshall Hall, of the Marshall Hall-Waggoner Grain Company, is a firm believer in prosperous times. Mr. Hall declares that with money plentiful under the new banking system, the new loan to the Allies assuring stability in the exchange markets and insuring protection in prices for grain exporters, with a record year of harvests and securities mounting on the Stock Exchange owing to activities in industrial circles, that these United States should wear the smile of "Sunny Jim." Mr. Hall expects an unusually heavy export movement of wheat to develop shortly.

* * *

There were many visitors on the Merchants' Exchange during Veiled Prophet's week, and they witnessed one of the most active markets seen in months. Members, though, were rather blue, as

Roger Annan, president of the Exchange, ruled there should be no smoking allowed on the floor, something that has been permitted during Veiled Prophet's week, as far back as the oldest members can remember.

* * *

St. Louis grain men were surprised at the small Missouri acreage already sown to winter wheat, which the State Crop report issued on Oct. 9, showed to be only 19 per cent, with 26 per cent of the wheat ground yet to be plowed. George C. Martin, Jr., of the Goffe & Carkener Company, in commenting on the report said that evidently the wet weather had delayed field operations to a much greater degree than generally estimated. The estimate on corn showing 50,000,000 bushels more than last year was well received by the trade.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

THIS port is making a high water mark record in the general grain trade and the total exports of wheat, oats and corn since the year opened will exceed 30,000,000 bushels, and the end is not yet. During one day in October, there were four steamships loading grain at the Girard Point Elevator on prompt delivery for European points, the cargos aggregating more than 1,000,000 bushels, which kept shifts of grain loaders continually busy day and night.

* * *

Since the burning of the big grain elevator at Newport News, some of the largest grain shippers in Chicago have diverted their export deliveries through this port. The increase for the last nine months in receipts are about as follows, over the same period of the previous year: Wheat, 5,998,531 bushels; corn, 1,677,103 bushels; oats, 6,397,980 bushels. Exports: wheat, 5,704,943 bushels; corn, 1,708,996 bushels; oats, 6,488,145 bushels, with flour 292,352 barrels.

* * *

On account of the scarcity of steamship grain room, most of the leading steamship lines plying between this port and the United Kingdom and elsewhere have raised their export rates for all heavy grain.

* * *

Frank Richards, the grain and feed dealer, since his return from an extended sojourn among the lakes of Maine has been voted by his friends on 'Change as the boss "piscatorial manipulator" of the East, judging from the size and weight of the fish he hooked.

* * *

Secretary H. A. Plumb of the Milwaukee Board of Trade was in consultation with President Graff and other officials of the Commercial Exchange about grain affairs in general.

* * *

Former President James L. King of the Commercial Exchange, and director of the Grain Dealers' National Association, led the delegation from this end of the circuit to the nineteenth annual meeting of the latter organization in Peoria.

* * *

A. Judson Stites, a prominent member of the Commercial Exchange Settlement Committee who for years represented the mill feed end of the Washburn-Crosby Milling Company had as his guests recently two prominent members of the grain trade, father and son, Leroy Urmston of Indianapolis and C. W. Urmston of Buffalo, N. Y.

* * *

Preparations are already being made here for the reception of the Ohio "Corn boy" growers who are expected to number 1,500 strong. The Corn Exchange Bank is arranging a schedule of prizes for the best exhibits, and Director Riddle of the Ohio State Board of Agriculture, who will have

charge of the party which will take in on the trip New York and Washington, D. C., promises the finest exhibition yet given. Last year the young corn growers numbered 1,000. The Commercial Exchange with its grain tables will be their display headquarters while here.

Chairman W. E. Huey of the Hay and Straw Committee of the Commercial Exchange reports the bulk of the hay being received here of late as rather ordinary quality.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain men are still complaining about slow trade. The business is not opening up as fast as expected. Although several days have elapsed in October there is still a disappointing expansion in receipts.

From comment received by local grain men from Western customers it appears that the farmers take the stand that the war is still in progress and since more men are in the field now than ever and since Europe's grain crops must be short with many men drawn away from farming industries, there seems to be no good reason why grains should not be higher. Many grains are now at the lowest price for months the farmers argue, and they do not propose to sacrifice this great crop merely because the proper prices cannot be obtained.

From reports received here, it seems that the Canadian supplies of wheat overflowing the border to Minneapolis are helping to beat down the price of American wheat. The drop in wheat is having a sympathetic influence in driving down the price of all the other grains.

"I found a great demand for Milwaukee grain in the East," said Secretary Plumb of the local Chamber after a trip of several days which took in all the Atlantic Coast cities and grain centers from Washington north to Boston. "Exporters seem to want the grain of Milwaukee in preference to that of many other western centers. The grain exporting movement however has been badly delayed because the farmers are holding back the grain and this has prevented the usual movement to the seaboard at this season of the year. One exporter showed me a stack of cablegrams for grain from Greece, Denmark, Norway and many other points in Europe and elsewhere. These orders could not be filled because the grain is not yet moving freely enough.

"Eastern grain men like the Milwaukee system of grain inspection very much. It is so fair and accurate that it usually arouses very few complaints. I found a fine demand in New England for Milwaukee sulphured oats. The reason appeared to be that the Milwaukee oats receipts are from the Northwest where grain is heavy and good quality and not badly discolored. Much of the Chicago oats comes from the Southwest where the oats are light and very frequently badly colored from the wet weather."

"We are running a night force," said Alfred Rosenberg of the Milwaukee Seed Company. "My impression is that other seed dealers throughout the Northwest are just as busy at this time of the year. The seed crop of the country has not been as large as expected and the advances of \$2 to \$3 a bushel has stimulated the trade all along the line. The new crop seed is coming out freely, the good prices proving an immediate incentive for holders to sell. It is actually a fact that most of the white clover seed crop for the United States will have to come from about three counties in the state of Wisconsin. It was believed that the red clover crop in Wisconsin would be a good yield but it turned out small and poor because of the excessive rains. The alsike crop is fair but the same complaint of poor quality also holds here. In fact much of the seed crop of

the country seems to have been damaged by the wet weather which prevailed for so much of the growing season of 1915."

A new world's record for unloading grain was recently made at Superior, Wis., at the Great Northern elevator when 433 cars were unloaded in 13½ hours. This was an average of more than 30 cars every hour. A. B. Clarke, superintendent of the Great Northern elevators at Superior, claims this is a world's record.

Traffic Expert George A. Schroeder of the Chamber of Commerce wired a protest to the Interstate Commerce Commission against the proposition to place Wisconsin shippers under the Western classification instead of under the old Illinois classification. Mr. Schroeder gave active support to the Merchants and Manufacturers' Association of Milwaukee in fighting this change in rates which would have placed Milwaukee at a great disadvantage with Chicago in grain shipments as well as a great many other commodities. Notice was recently received at Milwaukee that the proposed change in classification would not be sanctioned by the Interstate Commerce Commission. This is expected to save Wisconsin shippers several hundred thousands of dollars.

Arthur Barry, traffic expert of the Merchants and Manufacturers' Association, is urging the business men and shippers of Milwaukee to rush the work of loading and unloading cars as far as possible. When the grain movement becomes general it is expected that there will be a great shortage of cars throughout the west. To forestall the effects of this shortage, Mr. Barry is advising the most economical handling of all cars.

TOLEDO

E. F. BAKER - CORRESPONDENT

THERE is not much optimism among local grain dealers with considerable activity on 'Change and rising quotations. There is a general feeling that the crops have been overestimated and that there is not as much first-class grain in the country as people have been led to believe. There was, it is admitted, a lot of grain planted and good prospects, but early rains had so bad an effect that the results were far from satisfactory, and according to local dealers, a long ways from being as successful in results as is generally believed. It is certain that immense quantities of grain were totally destroyed or badly injured in this section. The bad weather not only affected the quantities but had a bad effect on the qualities of such as was finally harvested, just as garden truck and fruit was so injured by the wet weather that housewives report much of the early fruit which was canned as usual to be spoiling, owing it is thought to the excessive dampness of the entire season.

There is a difference of opinion as to just how corn will come out but there is much complaint. It is said to look all right from the road but to be soft and badly filled when the inspector gets into the fields. The clover seed men are also complaining and say that a very small comparative crop of good seed was harvested in this section, which is a big factor in the clover seed world. There is some little corn being cut but as yet small quantities have found their way to the Toledo market. The wheat which has been of bad quality is grading considerably better recently but there is still room for improvement.

Fred Mayer is hopeful that conditions are better than they seem but is not impressed very strongly with the quality or quantity of the wheat supply, does not believe the corn will turn out very well and thinks the clover seed crop is short. "How-

ever, I may feel better after dinner," was his explanation of the possible cause of this attitude of mind.

The second grain cargo of the season was received last week at the Sandusky, Ohio, harbor when 110,000 bushels of wheat arrived from Duluth on the steamer *Britton*. The steamer *Oglesby* arrived here a few days ago with 115,000 bushels of No. 1 wheat for the National Milling Company.

A local firm recently paid the 10-cent duty on a 100,000-bushel cargo of wheat which came in from Ontario. A nice tidy sum. Other cargoes from the same port are expected here in the near future.

Reports from Seneca County state that most of the corn in that section is ready for cutting. Wheat sowing is a full month late and few farmers figure that the work can be done much before the 20th of October. Frequent rains are assigned as the cause.

The steamer *Onoko*, loaded with 110,000 bushels of wheat consigned to Rosenbaum Bros., of Toledo, sank off Knife Island, September 15.

NEW YORK

C. K. TRAFTON - CORRESPONDENT

ONE result of the great war in Europe and the consequent necessity of providing larger food supplies from native soil is indicated by the preliminary statement for the 1915 wheat crop recently given out by the British Board of Agriculture, suggesting a material enlargement in the area devoted to wheat and holding out a promise of the largest crop raised in over a decade; in fact, since 1898. This statement gave the wheat area of England and Wales as 2,170,110 acres against 1,807,500 in 1914. Other authorities place the area in Scotland and Ireland at about 130,000 acres, against 100,000 last year. Thus, this year's total for the United Kingdom is about 2,300,000 acres, against 1,904,000 in 1914; 1,790,000 acres in 1913; and an average for the past 10 years of 1,830,000 acres. It is the consensus of opinion that the yield per acre will be smaller this year than last, being generally estimated at about 32 bushels compared with 32.82 in 1914. This indicates a crop of about 73,600,000 bushels, compared with 62,400,000 bushels in 1914; 56,688,000 bushels in 1913; an average of 55,200,000 bushels for the past 10 years; 54,800,000 bushels, average for the past 20 years; and 59,600,000 bushels, the average for the past 30 years. The last crop to exceed the present one was in 1898, 74,880,000 bushels, when there was a huge yield per acre, 34¾ bushels. Records from still further back show even larger crops, namely, 75,344,000 bushels in 1891; 80,000,000 bushels in 1885; and 100,800,000 bushels in 1878. Going back 50 or 60 years instances are found of indicated crops of 130,000,000 or 140,000,000 bushels, but these are not generally regarded as authentic.

According to statistics recently received in the New York grain market, derived from various reliable sources, the wheat crops of the world's great geographical divisions for the current year compare with last year's yields as follows:

	1915. Bushels.	1914. Bushels.
Europe	2,200,000,000	1,874,000,000
America	1,414,000,000	1,248,000,000
Asia	378,000,000	406,000,000
Africa	43,000,000	23,000,000
Australasia	137,000,000	32,000,000
World's total	4,172,000,000	3,583,000,000

Thus we have an indicated increase in production of about 569,000,000 bushels but it is well to bear in mind at this juncture that a large part of this increase is practically out of the running as far as

exportation is concerned, or, at least, as long as the Dardanelles are closed. In short, about 240,000,000 bushels of the apparent increase in production is due to large crops in countries that ship out of the Black Sea, notably Russia and various Balkan States, especially Roumania and Bulgaria.

As far as the importing countries of Europe are concerned the most interesting items are the indicated increases of about 105,000,000 bushels in Australasia; 100,000,000 bushels in the United States; 86,000,000 bushels in Canada; and 20,000,000 bushels in North Africa. However, the indicated increase of 100,000,000 bushels for the United States is considered somewhat misleading by old and experienced members of the trade as they are thoroughly convinced that the final report of the Department of Agriculture will show an important revision in the production of winter wheat.

As stated in this letter last month, the Department has made almost no reduction of moment respecting the yield, although it is known to practically everyone interested that great deterioration was done last May, June, and July, and even later, by the exceedingly heavy and protracted rains, accompanied by high winds much of the time. Undoubtedly much grain was badly damaged, and especially in lowlands where the fields were inundated for several weeks, and consequently harvesting and threshing were greatly delayed; and moreover, while the wheat was in shock it became wet, and hence heating and sprouting occurred. This was said to be especially noticeable in Missouri and Kansas, and it has been stated by reliable authorities that much grain became so poor as to be unfit for milling and some of it hardly fit for hogs or poultry.

* * *

Robert Kjarsgaard for three years associated with the New York office of the Nye & Jenks Grain Company, severed that connection last month and became associated with the firm of Maclaren & Gentles, exporters and importers of grain. Mr. Kjarsgaard was formerly engaged in the grain business in Germany and Denmark.

* * *

It has been reported among grain dealers that recently at least 3,000,000 bushels of Canadian wheat had been bought by millers in this country, who can evidently afford to pay the 10 cents per bushel duty on account of the fine quality and cheapness of the grain. This suggested evidently that large quantities of Canadian wheat would be bought by our millers, as well as shippers, in case the Canadian Government consented to removing the export duty as requested by several interests, and notably farmers. No doubt, such removal would be a great blessing to millers, but obviously it would militate against our farmers and also against exporters of Canadian grain.

While it is true that Canada has a huge exportable surplus, it is questionable if the powers that be would think it wise to remove the duty, partly because Great Britain will probably require practically all of the surplus, and furthermore, it is believed that for political reasons many officials would not venture to agree to such a drastic change. In any event, it is the consensus of opinion among conservative merchants that the great abundance of cheap wheat pressing on the markets in Canada will operate to a marked degree against any appreciable advances in our markets. For this reason many keen observers assume that the so-called bull contingent from Wall Street that was said to be responsible for the sharp rise early in October, will find little or no encouragement until the big rush of spring wheat to market on both sides of the border has culminated.

* * *

For a short time during the latter part of September and early in October handlers of grain in the New York market were put to much trouble and annoyance because of a strike among freight handlers at railroad terminals on the Jersey shore. In numerous instances serious delays were caused in moving the cars after their arrival at the yards in New Jersey, which prevented prompt unloading,

and thereby caused much dissatisfaction among elevator people and shippers as well as among the grain dealers. Fortunately these bad conditions were not of long duration as the railroad companies hired new men who soon became moderately expert in their duties, so that there was a gradual return to normal conditions in the matter of receiving and handling shipments. The delays and other annoyances occasioned by this strike interfered more with the business of flour receivers than with that of grain handlers.

* * *

The mill and elevator plant formerly operated by J. D. Braue, Inc., at Jordan, N. Y., has been bought by the Jordan Elevator, Inc., which will conduct it in future. The officers of this new company are: Charles C. Ramsey, president; Romeyn Woomuth, vice-president; James Kinzley, Jr., secretary and treasurer. The company will have an office in the New York Produce Exchange building and will handle grain, feed, alfalfa and molasses feeds.

* * *

Clark Fagg of Fagg & Taylor, large grain shippers of Milwaukee, Wis., called on New York grain men early in October.

* * *

The receipts of Argentine corn at the port of New York during the past thirty days have aggregated close to 1,000,000 bushels.



OPERATORS in the grain markets passed through a strenuous time during the past month. In spite of a break of 6 cents at the middle of this week, an advance of 5½ cents as compared with a month ago is shown in cash No. 1 Northern wheat on this market. Dudum is up 3 cents and flaxseed scored a bulge of 23 cents.

A bullish factor in the markets of late has been good demand from millers attributable largely to the falling off in receipts and the necessity of scurrying about for sufficient supplies to cover outstanding flour contracts. The showing of the government crop report last Thursday had a chilling effect on quotations and they went off sharply. A moderate reaction subsequently came about with renewed buying on the low spots. The big bulge in flaxseed was promoted through steady support from crushers following reductions of stocks in the elevators at the Head of the Lakes down to only 161,000 bushels, and the practical certainty that receipts of new seed will not cut much figure before the beginning of next month. Opinions are, however, expressed in some quarters that linseed oil interests are endeavoring to hold the flaxseed market up in view of the large supplies of oil being carried. It is intimated that conditions in the seed market are by no means as bullish as they appear on the surface. Reports are current that a tonnage of Argentine seed was contracted for recently, the present spread between the markets admitting of the operation.

* * *

The Great Northern Elevator "S" at Superior established a new record for unloading wheat from cars recently, when 423 cars were unloaded in 13½ hours, or an average of 31.33 cars per hour. The former record for Elevator "S" was 28.8 cars per hour. Both were made in the regular course of business, and both are world's records, so far as known. The 423 cars contained 537,989 bushels of wheat or an average of nearly 1,272 bushels per car. In the process of unloading after the cars are spotted at the pits as in vogue at this house, the grain doors are removed from one side, the grain shoveled out with power shovels, the cars swept and the grain doors from both sides reclaimed after which the empty cars are sent on their way, back to the prairies. The Great Northern Railway yard at Superior is given a large portion of the credit

for the manner in which the cars were handled in this record test, the remarkable part of it being the fact that the whole 423 cars were spotted at the elevator pits and the empties taken away by one switching crew.

* * *

Grain men express the opinion that the season's crop is so large that its marketing will be carried through up till early next summer, and it is thought the traffic will require careful handling to avoid congestion of both elevator and railroad facilities.

* * *

A condition that has not developed in nearly two decades arose this week in an advance of the lake rate on wheat from the Head of the Lakes to Buffalo to 6 cents a bushel. This situation has been brought about through the urgent demand of dealers at Winnipeg for American vessel tonnage to carry grain from Port Arthur and Fort William. This rate compares with 2½ cents a month ago. With the scarcity of lake steamers, and the probability of congestion materializing at Buffalo and other lower lakes ports, heavy carlot shipments all-rail from here to the East after the close of navigation is being already figured upon by operators. A heavy export call for oats is regarded as certain to spring up later on and liberal shipments of Durum to Italy and Greece are also counted for.

* * *

Trade in hay, oats and other coarse grains promises to be active at this point throughout the late fall and winter in the opinion of the White Grain Company. That house avers that a good inquiry for hay is already being met with. On account of the probability of logging operations being on a larger scale in this territory during the coming season trade in feeds is likely to be heavier than a year ago. The movement of hay has been delayed through wet weather and its quality is showing some deterioration.

* * *

Dealers here think that actual yields of spring wheat, Durum and all coarse grains will greatly exceed the Government crop report figures. Randall, Gee & Mitchell told the writer this week that advices from their correspondents go to show that threshing returns from over the Northwest up to the time a halt was called on account of unfavorable weather, were greatly in excess of all previous estimates. That firm has had an increased run of grain so far this season from farmers and dealers over Minnesota and North Dakota.



SEPTEMBER and the first half of October show considerable falling off in the volume of grain handled in Indianapolis. August was very heavy, in spite of the poor quality of wheat brought in. September showed 2,411 inbound cars and 698 outbound cars inspected by the Indianapolis Board of Trade inspectors. The first 10 days of October showed a total, ins and outs, of 886 cars.

The first car of corn passed on by the Board this year came over the Illinois Central from southern Indiana, October 11, and was consigned to the Acme-Evans Milling Company. It was No. 3 white and graded 16.8. It is quite unusual for corn to reach this market before the middle of October, so this car was looked on as a curiosity. More will be coming during the second half of the month, however, especially from the Evansville, or southwestern part of the state. Even with this, though, November will prove the big month for corn movement here.

Wheat is coming in irregularly now and grain dealers everywhere say that much is being received that has sprouted or that for other reasons will not grade at all. The annual report just issued by the

United States Department of Agriculture shows a record crop of grain, as far as quantity is concerned, but the trade here believes that it is very deceptive to the outsider, in that it gives no idea of the low grade of thousands of bushels of grain.

A comparison of last year's grain movement in Indianapolis with this year's shows an increase for 1915. As an example, the week ending Oct. 2 saw an increase of 418 cars in receipts and an increase of 37 cars in shipments. The week ending October 9 showed an increase of 197 cars in receipts and an increase of 55 cars in shipments over the corresponding week of 1914.

A heavy rain aided the firemen who fought a blaze which badly damaged the elevator owned and operated by Miss Jessie Thayer at Warsaw, Ind. About 5,000 bushels of grain was destroyed and the total destruction of the elevator was narrowly averted. The loss is estimated at between \$5,000 and \$8,000, covered by insurance. The fire started in the engine room.

The Wiley-Brown Company of Ohio has given notice of a change of its name to the Wiley Grain Company.

William B. Wells, William Schrolucke and J. Born have formed the Reliance Coal & Grain Company, of Indianapolis, with a capital of \$10,000.

Van M. Morgan, who retired from active business as a grain dealer only on October 1, committed suicide by shooting at his home, 3310 Broadway, Sunday, October 10. Despondency over failing health and brooding over the ill health of a daughter are thought to have led to the deed. A series of misfortunes has combined to work on Mr. Morgan's mind in the last few months. His wife died November 30, 1914. Since that time Mr. Morgan has cared constantly for his daughter, Bessie, 26 years old, who has been an invalid for ten years. On June 29 Mr. Morgan was struck by a street car and a nervous breakdown resulted, so that he had been confined to his home much of the time since. The result was that he decided to close up his business and go to Florida for his health. He vacated on the first of the month the quarters which he had occupied at 622 Board of Trade building. On the day of his death his daughter was placed in an automobile and taken to a local hospital for care during his absence. Thirty minutes later he had fired the fatal shot. Mr. Morgan had been in the grain business in Indianapolis for eight years. Prior to that he was in the trade for twelve years at Murdock, Ill. He made many friends through business association and many business men called on him at his home during his illness.

Thieves entered the office of the Morgantown Grain Company, at Morgantown, Ind., by smashing a window, rolled a large safe from one room to another and after drilling a hole blew the door to pieces. It was in vain, however, for there was no money in the safe. The robbers were so peeved that they stopped only to rifle the cash register of a nearby store before stealing a handcar and making their escape.

The Hamlet Grain Company, of Hamlet, Ind., has been formed with a capital stock of \$25,000 by Bert I. Holser, James C. Palmer, H. M. Brown and D. G. McFadden.

Elevator "A" of the Indianapolis Elevator Company has been cherishing a pet, a carrier pigeon which flew into the elevator and could not be identified. It bore a tag on which was "No. 202."

E. A. Lee, a Rushville grain dealer, drove up to the Big Four station here and left his engine running when he went into the station to transact some business. While he was inside, the automobile started up the track. A local freight was just pulling onto the main track when the engineer saw the automobile bearing down upon him, with Mr.

Lee in hot pursuit. The engineer, to escape a head-on collision, backed his train into a siding and waited until Mr. Lee captured his steed and backed it off the tracks.

The Board of Trade has just retired \$3,000 more of its preferred stock, declared a dividend of 1½ per cent on the outstanding common stock and passed \$1,000 to the credit of the mortuary fund. The sum of \$50 was appropriated toward defraying the expenses of disease prevention day.

GALVESTON

R. N. COULSTON CORRESPONDENT

THIS port is better equipped at the present time to handle a large wheat movement than ever before in its history. It has more trackage, more elevator space, and better facilities for getting grain aboard ships, properly weighed and certified. Galveston's storage capacity is now 4,750,000 bushels with a capacity of unloading approximately 819,000 bushels from cars to elevators in a 10-hour day, and a capacity of discharging approximately 445,000 bushels of grain per hour to ships. Four large elevators are located conveniently



SELLING GRAIN FOR PIGEONS AT SAN DIEGO

to the water front, and the fifth, an elevator of 500,000 bushels capacity, is located at Texas City.

A through rate on wheat from Minneapolis, Minn., to Galveston for export is to be published soon by the Missouri, Kansas & Texas, according to information received here recently. As a result of the new arrangement, it is expected that much wheat which now goes to New Orleans for export will move through Galveston. The new rate will be exactly the same as that applying to New Orleans, 25.2 cents a hundred pounds.

Hitherto there has been no through rate from Minneapolis to Galveston, such quantities as have gone through this port being moved at a rate of approximately 30 cents a hundred pounds. With this advantage in rates New Orleans has reaped virtually all the benefit of wheat from Minneapolis exported through Gulf ports, which at times has moved in large quantities. The new rate is expected to be published soon, and it is possible that other roads entering Galveston also may make a bid for this traffic.

J. Howard Ardrey, a well known banker of Dallas, and formerly a wholesale grain dealer at Godley, Texas, was recently elected vice-president

of the National Bank of Commerce of New York. Mr. Ardrey is a native of Dallas, being born in that city on September 14, 1875. His advancement in the business and financial world has been very rapid.

The Clifton Mill and Elevator Company has been organized at Clifton, Texas, with a capital stock of \$25,000. Incorporators: J. F. Weiser, D. A. Platt and A. G. Nelson.

The Dallas Chamber of Commerce and Manufacturers' Association of Dallas, Texas, through its agricultural committee is promoting the erection of a number of large co-operative farmers' elevators at different points in that county. Arrangements have been practically made for building elevators of this character at Lancaster, Mesquite, Garland and Grand Prairie.

A WELL KNOWN GRAIN VENDER

BY FELIX J. KOCH

No, he does no credit business. He will not open a charge account, nor, as a matter of fact, has he the slightest desire to know your name or whence you've come. He has grain to sell, the price is fixed, and if you do not choose to buy, well, then somebody else will!

Despite all this, without doubt, this curious man,

whose name even is unknown to all save a very few, is himself known to probably more people than any other grain dealer of the Western Hemisphere. It's all because of enterprise—enterprise and seeing the chance to turn a chance to account.

When the big exposition at San Diego was first projected, some clever person conceived the idea of turning loose on its main quads a great flock of lovely pigeons. These birds were fed so well they stayed and nested there, multiplied and attracted more. By the time the exposition was at its height its pigeon-flock was among the finest in the world.

Obviously the pigeons became pets with the visitors forthwith—the more so because they would rest on head, shoulders and arms to feed and play. Every one wanted something to feed the birds—and here our friend came in. He invested in wheat and other grain and had it cracked. Then he had this sacked—arranged a stand, and took up the concession of selling "pigeon-food" on the exposition grounds.

Of course everyone buys. Vice-President Marshall, the Japanese Admiral and substantially every visitor to the exposition bought. And few grain-venders, indeed, can boast ever having had so huge a patronage, or one remembering them so long as this one of San Diego.



ILLINOIS

A 20,000-bushel grain elevator is to be constructed at Homer, Ill., by U. S. Thompson.

McFadden & Co., grain dealers of Havana, Ill., have installed a new Hess Grain Drier in their plant.

The foundation of the old Turner-Hudnut Company's elevator plant at Chillicothe, Ill., has been razed.

The elevator of Thomas Ogden at Dewey, Ill., has been disposed of by him to Fred Rider of Fisher.

The Farmers' Elevator Company has built new coal sheds in connection with its plant located at Tampico, Ill.

Charles Inkster has purchased the elevator at Guthrie, Ill., and will employ a man to operate the same for him.

A new grain drier for conditioning wheat has been installed in the grain elevator of the Aviston Milling Company at Aviston, Ill.

Plans have been made by the Smith-Hippen Elevator Company of Sterling, Ill., for the erection of a grain elevator to be operated at Palmyra.

The elevator of Pratt & Pratt at Swan Creek, Ill., has been taken over by Bader & Co., and Roy Danner has been placed in charge of the plant.

An elevator, equipped to facilitate the rapid handling of grain, is being constructed on the C. B. & Q. tracks at Gilchrist (Viola p. o.), Ill., by R. L. Christy.

The new 50,000-bushel elevator of S. M. Lockhart at Wellington, Ill., is being rushed to completion. The new corn crib will have a capacity of 5,000 bushels.

An Out-door Conditioner made by the Hess Warming and Ventilating Company, has been installed in the plant of W. L. Finson, situated at Monticello, Ill.

Boies & Castle are equipping their elevator at Gridley, Ill., with electric power, changing from gasoline. They are also making general repairs on the spouting, etc.

John T. Marvel, Henry H. Gahibach and Lewis Burwell are the organizers of the Tabor Co-operative Grain Company of Tabor, Ill. The capital stock of the concern amounts to \$20,000.

Inkster Bros., of Buckingham, Ill., are making repairs and additions on their elevator at that point, including a new iron siding. The work is being done by the Burrell Engineering & Construction Company of Chicago.

Articles of incorporation have been filed for the McCarty's Farmers' Elevator Company at McCarty's Switch, near Waverly, Ill., capitalized with \$7,000 stock, to deal in grain there. The organizers of the firm are: James Kenney, Daniel Gorman, Felix Shanle, John Bright Sears and Frank Eck.

E. B. Hitchcock, secretary of the Illinois Grain Dealers' Association, reports the following new firms in Illinois: The Farmers' Grain & Supply Company at Viola, and French Bros., at Ellery (mail Golden Gate); at Crawford Siding (Maroa p. o.) a new elevator has been constructed by W. C. McGuire, and the Farmers' Elevator Company has taken out incorporation papers at Holmes Siding (mail Delavan). He also advises the following changes: at Wayne (mail Delavan) the Wayne Bros. Grain Company has been succeeded by the Farmers' Elevator Company; F. H. Falk at Oswego, has disposed of his business to the Farmers' Grain Company; Bader & Co., are now controlling the business of Winfield Rexcoat at Walnut Grove (mail Vermont); the business of Geo. A. Tucker at Youngstown, is now in the hands of Bader & Co. (mail Vermont); at Leonore, O. B. Wheeler now controls the industry of E. W. Beutke; negotiations were recently closed whereby the business of Wingert & Clevidence at Mt. Morris, was sold to A. E. Clevidence; A. C. Durdy's property, located at Ohlman, is now the property of Jas. E. Umpleby (mail Pana); the Sparks Milling Company (mail Alton) is the new owner of the properties of the Litchfield Mill & Elevator Company, located at Dorsey, Moro and Bethalto; the firm of the Ridge Grain & Elevator Company at Westervelt, has been succeeded by the Hines Bros.; the business of W. H. Marks at Dimmick has been purchased by Lyons & English; at Manlius the

business of S. C. Bartlett Company is now in the hands of Chas. Barber; C. H. Ruple & Co., of Galton are succeeded by C. E. Davis; Thos. Ferguson has disposed of his property at Magnet (r. f. d. Mattoon) to the Moberley Brothers; the Tonica Grain Company has taken over the business of J. J. Matern at Tonica; John Holbrook's property at Ashley is now under the control of Etling & Baldridge; French Bros. (mail Golden Gate) are now in control of Browns' Elevator Company of Browns; at Lane, Wm. Lane has taken over W. P. Days' property; Dennis & Lowe at Ellsworth have taken over the property of Wm. Richardson; C. H. Ruple & Co., are now in possession of C. E. Davis' business at Chesterville; O. A. Samuelson has disposed of his business at Sherrard to the Sherrard Lumber & Grain Company; the grain business of the Frankfort-Spencer Grain Company is to be conducted at Brisbane Station (New Lenox) by the Brisbane Grain Company, and at Bucks the Bucks Grain Company will operate the business of Puett & Arnold.

EASTERN

At Bedford, Mass., the Middlesex Coal & Grain Company was originated, capitalized with \$25,000.

The Archer-Daniels Company of Buffalo, N. Y., has filed plans for the construction of a new elevator there.

At Jersey City, N. J., the Western Manufacturing & Oil Company was organized to deal in grain, oil and other natural products.

The Western Grain Company was organized at Rockland, Maine, by G. H. Blethen and Gilford B. Butler. The company is capitalized at \$10,000.

Jerre Miller is interested in the erection of a grain elevator at Espy, Pa. The power for unloading from wagon to elevator will be furnished by electricity.

John E. McCartney, Demus J. Woods, Earl Schell of Manlius, N. Y., incorporated the Oswego Hay Company, Inc., of Manlius, N. Y., and will deal in grain, feed, etc.

Articles of incorporation have been filed for Staples & Bell, Inc., at Boston, Mass., to deal in grain, hay, etc. The capital stock of the firm amounts to \$101,200.

New buildings of the Globe Elevator Company of Buffalo, N. Y., are well under way. The elevator will, when all buildings are completed, have a capacity of 100,000 bushels.

Howard W. Cowee (address p. o. Box 14), H. D. Cowee and S. L. Cowee are the incorporators of the E. A. Cowee Company of Worcester, Mass. The firm will deal in corn, wheat, oats, and cereals.

MINNESOTA AND WISCONSIN

J. S. Cusick has recently completed his modern grain elevator at Lockhart, Minn.

Ed. Wanek has sold his interest in the Kewaunee Grain Company at Kewaunee, Wis.

The farmers' elevator at Evansville, Minn., has been leased by J. H. Harris of Bathgate, N. D.

Repairs, making the elevator ready for operation this season, have been made on the elevator at Almena, Wis.

The Howell-Rhinehart elevator at Minneapolis, Minn., was disposed of at public auction for \$2,100 to Royal Silver.

The elevator formerly owned by Anderson Bros., has been disposed of by them to Chas. Davis of Springfield, Minn.

The farmers' elevator at St. Peter, Minn., which was recently purchased by the Abbey Grain Company, is being razed.

The Heiberg Elevator Company has purchased the Minneapolis & Northern elevator located at Pelican Rapids, Minn.

The J. B. Scheier elevator at Hatfield, Minn., has been purchased by A. Pilling, who has placed T. E. Kirby in charge.

The Red Front Flour & Feed Company of Eau Claire, Wis., has taken control of the Northwestern Elevator at Eau Claire.

The recently incorporated Red Lake County Grain Company of Red Lake Falls, Minn., has made plans for the construction of a large modern elevator. The plant will be equipped with the latest

machinery and will have a capacity for 50,000 bushels. Leo Steinert is president of the concern.

The American Milling Company of Superior, Wis., has leased its elevator on the Hughitt Clip to the Itasca Elevator Company.

Plans are being made by F. G. Myers for the construction of an addition to the elevator and the installation of a feed mill there at Foxhome, Minn.

The preliminary plans for the terminal elevator to be built at St. Paul, Minn., have been accepted by the board of directors of the Equity Co-operative Exchange.

Contracts have been let by Tennan & Hoyt Milling Company of Lake City, Minn., for four new steel tanks which will double the plant's present capacity of 75,000 bushels.

The new farmers' elevator located at Cleveland, Minn., was completed and ready for operation the latter part of September. The plant has a capacity of between 25,000 and 30,000 bushels and cost about \$8,000.

The members of the Equity Society at Fremont and West Lincoln, Wis., are building a new grain elevator at Chili. They are also constructing a mill and storehouse there and will engage in the grain, feed, flour, etc., business.

Thorp, Wis., is assured of a new grain elevator. Work has already been started on the building to be owned and operated by E. J. Crane, which is to be on a concrete foundation, 36x72 feet in size, one story high and of frame construction.

The old "P. V." elevator at Elmore, Minn., is being torn down. Part of the material is to be used in the addition to the St. John's elevator and the remainder will be shipped to Ledyard, where it is to be utilized in the construction of a new elevator.

The contract has been let by the Sheffield-King Milling Company for the construction of two new steel grain storage tanks at Faribault, Minn., with a capacity for 50,000 bushels each. These additional tanks will give the company a storage capacity for 250,000 bushels.

John Toelle, D. A. Smith, Casper Moellenhoff, Math. Bongelift, D. O. Sauby, Ben Reisdorf and John G. Behrens, Jr., are the organizers of the new Equity Elevator Company of Brown Valley, Minn. The company is capitalized with stock of \$12,000 and will operate elevators and conduct a general grain and farm products business.

SOUTHERN AND SOUTHWESTERN

A grain and feed house has been opened at Providence, Ky., by B. C. Cox.

E. J. Clancy of Little Rock, Ark., will construct a 10,000-bushel grain elevator and a flour mill.

The M. Marcheau Grain Company of San Antonio, Texas, will build a \$7,000 grain elevator there.

Capitalized with \$10,000, the Farmers' Grain & Elevator Company has been organized at Beaver, Okla.

The Canadian Mill & Elevator Company of El Reno, Okla., has installed a Hess grain drier in its plant there.

The Jacksonville Grain & Commission Company of Jacksonville, Texas, has increased its capital stock from \$30,000 to \$40,000.

The Burrus Mill & Elevator Company of Fort Worth, Texas, has received a permit for the erection of a brick elevator to cost \$10,500.

A concrete and steel elevator plant of 35,000 bushels' capacity is to be constructed at Louisville, Ky., by the Southern Elevator Company.

The Clifton Mill & Elevator Company of Clifton, Texas, was organized by J. F. Weiser, D. A. Platt and A. G. Nelson, capitalized with stock of \$25,000.

Chartered with capital stock of \$10,000 the Fidelity Grain Company was organized at Carmen, Okla., by J. H. Shaw, S. Marquis and C. W. Galtry of Enid.

The Farmers' Warehouse Company has let a contract for building of a warehouse of corrugated iron construction at Houston, Texas. It will be 70x400 feet and will cost \$11,000.

Announcement has been made by the Seple-Sherman Grain Company, with headquarters at Oklahoma City and branch offices at Coalgate, that a corn sheller and accommodations for handling all

other grain on a large scale is to be established at Muskogee, Okla., by that firm soon. The new industry is to be situated on the Missouri, Oklahoma & Gulf Railroad.

E. T. Chadwick, K. N. Chadwick and George W. Steere are the organizers of the Chadwick Grain Company of Fort Worth, Texas. The firm has a capital stock amounting to \$5,000.

Plans are being formed for construction of a 1,000,000-bushel elevator to be built for the Norfolk & Western railway, at Lambert Point (mail to Norfolk), Va., and to cost \$15,000.

W. F. Ketchum is president of the recently organized Virginia Grain Corporation of Newport News, Va., which is to be capitalized with a maximum of \$25,000 and a minimum of \$1,000.

A modern reinforced concrete grain elevator is to be constructed at New Orleans, La., by the John T. Gibbons Grain Company. The plant will cost about \$250,000 and will include a feed mill.

W. B. Bedus & Sons have started the operation of their plant located at Memphis, Tenn. The plant is equipped with most modern machinery and can handle between 250,000 and 300,000 bushels of corn.

The Baker & Holmes Company of Jacksonville, Fla., have purchased what is known as the Witt & Co.'s warehouse at Tampa, Fla., in which it will open a wholesale grain and building material business.

A. J. Englert and Ida C. Englert of Haskell, Okla., and P. A. Gavin of Muskogee have incorporated the Haskell Grain & Elevator Company of Haskell. The capital stock of the firm amounts to \$5,000.

At West Monroe, La., the E. N. Faulk Grain Company, recently incorporated, will conduct a grain, hay, feed, etc., business. The firm is capitalized with \$50,000 and was formed by E. N. Faulk, A. B. Hopson, T. M. Simonton, I. A. Faulk, Mary N. Faulk and Laura M. Faulk.

J. A. Jones has contracted for the erection of a grain elevator, warehouse and mill at Charlotte, N. C., to cost about \$30,000. It is expected that the buildings will be completed by the first of the year. When completed the plant will represent an investment of about \$100,000.

Articles of incorporation have been filed for the Farmers' Grain & Elevator Company at Beaver, Okla., by its incorporators, W. A. Clark of Pampa, Texas; Chas. Wagner, H. D. Peckham, A. M. Burnam and I. N. Phelps of Beaver. The capital stock of the concern amounts to \$10,000.

The A. B. Crouch Grain Company of Temple, Texas, of which A. B. Crouch is president and manager, has planned for reconstructing the elevator which was burned. On December 1 bids will be opened for construction of the building, which is to have a capacity of about 20,000 bushels. The building is to be of mill construction.

OHIO, INDIANA AND MICHIGAN

Construction work has been completed on the elevator at Peck, Mich.

Wallace & Orr Company of Bay Port, Mich., has been succeeded by the Wallace & Morley Company.

At Darlington, Ind., a co-operative company is being organized by the farmers to erect an elevator.

Efforts are being made by the farmers of Corunna, Ind., and vicinity to establish a grain elevator there.

The new elevator of the Wilson-Barr Company, located at Earl Park, Ind., is now ready for business.

The name of the Willey-Brown Company at Ross, Ohio, has been changed to the Willey Grain Company.

A new Hess Drier has been put into the plant of the Huntertown Grain Company at Huntertown, Indiana.

An addition is being constructed to the plant of the Copemish Bean & Grain Company of Copemish, Michigan.

For the purpose of handling grain and produce the Honor Produce Company was formed at Honor, Michigan.

C. E. Nichols & Co., grain and hay dealers of Lowell, Ind., have equipped their plant with a Hess Drier.

The establishment of a grain elevator at Ashland, Ohio, has been considered by S. S. Stevenson of Rochester, Ind.

E. C. Smith has purchased a building at Ovid, Mich., and will convert it into a grain elevator and produce station.

A new building to facilitate the handling of the increasing grain, flour and feed business of the Leblanc Bros. at Hubbell, Mich., has been built by them.

The grain and bean elevators at Emmett, Mich., formerly owned by the now defunct Richmond Elevator Company, have been sold by the firm's trustee to Frank Keough, of Emmett. Mr. Keough was

formerly manager of the plants and will open them up at once and operate them.

It is reported that the Dewey Bros. of Blanchester, Ohio, expect to build a grain elevator at South Charleston, Ohio.

It is reported that the elevator of Lewis Brooks & Sons at Vincennes, Ind., will be taken over by Ulysses G. McCoy.

The capital stock of the Brentcreek Elevator Company of Brentcreek, Mich., has been increased from \$6,500 to \$15,000.

The Producers' Elevator Company of Port Huron, Mich., has purchased a Hess Grain Drier and installed it in their elevator.

A new Hess Drier has been purchased and installed in the plant of the Loudonville Mill & Grain Company of Loudonville, Ohio.

O. P. Eversole is attempting to interest the farmers in the vicinity of Monroeville, Ind., in the erection of a farmers' elevator there.

Irvin T. Fangboner expects to build a new 25,000-bushel grain elevator at Bellevue, Ohio. The grain tanks will be of steel construction.

The coal business of J. C. Chantiny at Pine River (r. f. d. Standish), Mich., has been purchased by the Pinconning Elevator Company.

The old building of the Farmers' Grain Company at Markle, Ind., is to be torn down and a new, electrically operated one built in its place.

A new building for the storage of grain, seeds, flour, etc., is to be built at Huntington, Ind., by Chas. F. Bash & Co., dealers in grain, hay and feed.

The Marion National Milling Company of Marion, Ohio, has arranged for the construction of a grain elevator 120 feet with a capacity for 50,000 bushels.

The elevator at Shepherd, Mich., has been purchased recently by the firm of Chatterton & Son, who will operate it as the Shepherd Elevator Company.

The Hess Warming & Ventilating Company has furnished Chas. P. Price, the elevator and grain man of Linden, Mich., with an Out-door Grain Conditioner.

The Yorkshire Grain Company of Yorkshire, Ohio, has sold the elevator to the Buckland Mill Company of Salina, Ohio. The new owners took possession on October 15.

Christian Breisch & Co., who are in the grain, seed and bean business at North Lansing (mail Lansing), Mich., have equipped their plant with a new Hess Grain Drier.

The Reliance Grain & Coal Company of Indianapolis, Ind., has been organized at that point by W. B. Wells, William Schrolucke and Isaac Borne. The company is capitalized at \$10,000.

The Frank E. Nowlin Company of Albion, Mich., has purchased the grain elevator at Eckford. The elevator is to be equipped with modern machinery and many improvements are now being made.

A new grain elevator is to be constructed at Sheridan, Mich., on the site of the grist mill which has been torn down. The grain elevator takes the place of the one which burned down last winter.

An addition is being built and several improvements, including the installation of modern machinery, are being made to the elevator of the Farmers' Co-operative Elevator Company of Ligonier, Ind.

The building, for the past months occupied by the Vaughan Seed Company at Lansing, Mich., has been purchased by E. C. Smith. He expects to convert the building into a grain elevator and produce station.

Incorporation papers have been issued to the Chatfield Grain Company of Chatfield, Ohio, capitalized at \$20,000. The organizers of the concern are G. A. Brause, B. F. Friedley, N. D. Geiger, S. J. Brown and N. C. Friedley.

B. I. Holser, J. C. Palmer and W. T. Palmer are the incorporators of the Hamlet Grain Company of Hamlet, Ind. The capital stock of the company aggregates \$25,000. The new concern will engage in the grain business and will also conduct milling business.

A 20,000-bushel modern elevator has been completed at Milan, Mich., for the Auten-Camburn Grain Company. Its equipment consists of a Fairbanks Dump Scale, two electric motors, one 10-horsepower and one 20-horsepower cleaner, sheller and feed mill.

Martin Cutsinger of Edinburg, Ind., is building a 100,000-bushel elevator. The building is of concrete construction and is being built by the Burrell Engineering & Construction Company. It will be equipped with an Ellis Drier. This plant replaces the elevator recently lost by fire.

Articles of incorporation were filed at Canton, Ohio, by the Letherman-Gehman Company, capitalized with \$75,000. The company, which was formed by George M. Letherman, Edwin L. Gehman, H. W.

Shriver, N. B. Smith and Minnie L. Letherman, will deal in grain, feed, flour, etc.

WESTERN

H. W. Ball has disposed of his grain business at Clovis, Cal.

An annex has been constructed to the elevator at Victor, Mont.

Plans are under way for the erection of an equity elevator at Winifred, Mont.

A grain, feed and hay establishment has been opened at Star, Idaho, by Chas. W. McDowell.

T. J. Work has completed his 7,000-bushel grain elevator at Willard, Colo., on the C. B. & Q. Railway.

A modern elevator is to be constructed at Worland, Wyoming, by the Waskakie Trading Company.

Farmers near Harlem, Mont., are making arrangements for the erection of a grain elevator at Harlem.

The Reedpoint Farmers' Elevator Company of Reedpoint, Mont., was recently formed, capitalized at \$10,000.

Twenty-five hundred dollars have been subscribed for the elevator which is to be built at Hysham, Mont.

A 20,000-bushel elevator is to be constructed at Sterling, Colo., by the Farmers' Co-operative Elevator & Supply Company.

The Craig Elevator & Milling Company of Craig, Colo., expected to have its elevator there completed the early part of October.

The Elbert Company Co-operative Grain Association has made arrangements for the erection of an elevator at Matheson, Colo.

The new elevator of the Roundup Elevator Company, located at Gage, Mont., has been completed and been put into operation.

The elevator of the Farmers' Grain & Mercantile Company at Outlook, Mont., has been purchased by M. M. Johnson of Plentywood.

A 25,000-bushel elevator has been purchased from the Frontier Elevator Company by the Cheyenne Milling Company of Cheyenne, Wyo.

Plans have been formed for the construction of a grain elevator at Ulm, Mont. It is to be a farmers' plant and will be constructed this fall.

Plans are being considered by the Farmers' Milling Mercantile Co-operative Association for the building of a grain elevator at Akron, Colo.

Announcement was made not long ago that the International Elevator Company has decided to construct a grain elevator at Ethridge, Mont.

H. A. Ricks and Fred A. Jackson have purchased the business of Nils Hoff and entered the grain, feed and seed business at Idaho Falls, Idaho.

An elevator is being constructed at Ulm, Wyo., by the Sheridan Manufacturing Company. The plant is to have a capacity for 5,000 bushels.

The transfer of the grain and feed departments of the Quilitch Implement & Vehicle Company at Trinidad, Colo., to Morris & Tennyson was transacted recently.

The elevator at Hudson, Colo., formerly owned by the O'Donnell Grain Company has been purchased from it by the Crescent Mill & Elevator Company of Denver, Colo.

Arrangements have been completed by the T. C. Power Company of Helena, Mont., for the construction of a 25,000-bushel plant to be built near that company's stone warehouse.

J. F. Murray, John Rice, H. L. Dundson and others have organized the Farmers' Equity Elevator Company at McElroy, Mont. The company was capitalized with \$15,000 stock.

The contract has been awarded the R. M. Van Ness Construction Company by the O'Donnell Grain Company for the erection of a 10,000-bushel iron clad studded elevator at Merino, Colo.

The Onstad Elevator at Comertown, Mont., has been purchased from George Onstad by the Atlantic Elevator Company. It is said that the consideration was between \$5,000 and \$6,000.

A site has been secured by the Montana Elevator Company for the erection of a grain elevator at Buffalo, Mont. It was thought that the plant would be ready for business by October 10.

The Farmers' Society of Equity of Ashton, Idaho, is building a 10,000-bushel concrete elevator, the design and construction work being done by the Burrell Engineering & Construction Company.

Negotiations have been completed whereby the Beaverhead elevator at Dillon, Mont., became the property of the Farmers' Co-operative Elevator Company. The purchase price was placed at \$9,000.

Articles of incorporation have been filed at Billings, Mont., for the Rocky Mountain Elevator Company. The incorporators of the concern are William H. Dunwoody, James S. Bell, John Washburn

and Charles Martin, all of Minneapolis, Minn. The home office of the above firm is at Minneapolis, Minn.

Construction work is under way on the elevator at Stevensville, Mont., which when completed will have a capacity for 20,000 bushels. The building is being put up for the Missoula Mercantile Company.

The contract has been awarded by the Willow Warehouse Association for the construction of a new grain warehouse at Norman (mail to Willow), Cal. This warehouse is to take the place of the one which burned recently.

Jennings, Hann Warehouse Company of Salt Lake City, Utah, is erecting a four-story concrete warehouse at an estimated cost of \$80,000. The work is being done by the Burrell Engineering & Construction Company of Chicago.

A large addition, 40x60 feet, has been built to the warehouse of the Farmers' Elevator Company at Havre, Mont., to accommodate the handling of the grain, seed and flour. It is equipped with most modern machinery and will be electrically operated.

Contract for the foundation of the new elevator at Astoria, Ore., to be built by the Astoria Port Commission, was let on September 28. It is estimated that the building will cost about \$55,000 and will have a capacity of between 80,000 and 90,000 bushels. A tower and water tank to be operated as an auxiliary to the sprinkling system at the dock is to be constructed at a cost of \$1,782.40.

MISSOURI, KANSAS AND NEBRASKA

The elevator at Winona, Kan., has been leased by W. A. Harding.

The Saunders-Westrand elevator at Bancroft, Neb., has been purchased by C. N. Erwin.

At Oakland, Neb., the Farmers' Co-operative Union has been formed capitalized with stock of \$25,000.

The new farmers' elevator at Brainard, Neb., has been completed and is now ready for business.

The Aufderheide Elevator plant located at Leslie, Mo., is now held under lease by Louis Luchinger.

The Samson-Swanson Company have taken control of the elevator of H. F. Cunningham at Bloomfield, Neb.

John E. Groshans now controls the former business of the Van Winkle Grain & Lumber Company at York, Neb.

The farmers about Sweet Springs, Mo., have raised \$15,000 with which to either buy or build an elevator there.

The new elevator at Mullen, Neb., is rapidly nearing completion and will be conducted by L. E. Harding of Hebron, Neb.

The Duff Grain Company is remodeling its elevator at Bartley, Neb., adding more storage, installing manlift, etc.

The Morrison Grain Company of Kansas City, Mo., has purchased the elevator of H. H. Steele & Co., at Greenfield, Mo.

D. M. Vaughan is remodeling his elevator on the Missouri Pacific track at Scott City, Kan., and is installing new machinery.

The capital stock of the Farmers' Elevator Company of Gypsum, Kan., will be \$10,000 instead of \$6,000, as was first intended.

The Farmers' Union has purchased the elevator at Hoxie, Kan., from C. E. Crofoot instead of erecting one as was first planned.

The contract has been let by the Farmers' Elevator Company of Brewster, Kan., for the construction of a \$6,000 elevator.

The Central Nebraska Elevator Company of Holdrege, Neb., has changed its name to the Nebraska Grain & Milling Company.

Work has been finished on the new farmers' elevator at Oketo, Kan. A new 50-horsepower Fairbanks-Morse engine has been installed.

At Dodge City, Kan., the Gould Grain Company was organized by W. H. Gould of Wilroads, Lee H. Gould and W. C. Wilroads of Dodge City.

The Benson Grain Company's business at Pender, Neb., has been purchased by the Cromwell Grain & Lumber Company of Omaha, Neb.

W. S. Black and Ray Thomas are the incorporators of the Farmers' Union Co-operative Association at Edgar, Neb., capitalized with \$25,000.

The Farmers' Grain Association was organized at Stromsburg, Neb., by C. B. Knerr and E. Forslund. The company was capitalized with stock of \$25,000.

The interest of A. H. Philson in the elevator at Crofton, Neb., has been disposed of by him to Jos. McEwing. Hereafter the business will be conducted as Ruden & McEwing.

The new elevator of the Jetmore Co-operative Association of Jetmore, Kan., was opened up for business the latter part of September. The plant has a capacity for 20,000 bushels and is equipped

with the most modern machinery for handling grain.

The Farmers' Union at Allen, Neb., contemplates buying a local elevator or erecting a new one to engage in grain, flour and feed. They purchased 60 shares at \$100 per share.

The Wheatland Elevator Company of Hays, Kan., has awarded the contract to the Burrell Engineering & Construction Company of Chicago for a 200,000-bushel concrete storage elevator.

W. O. Dubbs, Peter Horchem and H. L. Shellenbarger, all of Ransom, Kan., are the organizers of the Geneseo Grain Company of Ransom, Kans. The capital stock of the firm amounts to \$25,000.

Articles of incorporation have been filed by S. E. Houchen, L. H. Stiles and M. D. Smith at Houghtonia, Mo., for the Farmers' Elevator Company. The firm will build a 10,000-bushel elevator.

The foundation has been started for the new elevator to be built at Columbus, Neb. The plant will be of modern construction, have a capacity of 30,000 bushels and will be operated by C. H. Sheldon.

J. L. Wharton, P. H. Kilzer and E. C. Hummel are the promoters of the movement which caused an equity exchange to be formed at Lebanon, Neb. The exchange will operate as the Lebanon Equity Exchange.

The finishing touches are being put to the elevator of Thos. Rayl at Hutchinson, Kan. The building is of up-to-date construction and is built entirely of concrete with a capacity for 28,000 bushels of grain or 1,000 tons of ensilage.

A 25,000-bushel steel and concrete elevator, equipped with up-to-date machinery is being erected for the Kingsdown Co-operative Equity Exchange of Kingsdown, Kan. The elevator is to be completed the latter part of November.

Two new elevators are being built at Tice (no p. o.), Kan., a new town on the Dodge City & Cimarron Valley Railroad, to have a capacity of 15,000 bushels each. The Morton Grain Company and W. P. Kliesen are the parties interested.

The Bartlett Bros. Grain Company of Winfield, Kan., has taken over the control of the milling property at Norwich, Kan., owned by J. C. Hand. The plant will be remodeled and new machines are to be installed and a grain storage capacity increased to 25,000 bushels.

On October 10, the first grain was dumped into the grain bins of the large elevator of Swift & Co., at St. Joseph, Mo. The elevator is of most modern construction and is equipped with up-to-date devices. The drier system is one which is used only in the largest elevators. It consists of a huge fan built in a specially constructed building at the south end of the elevator and the drier dries and cleans the grain as it is forced into the bins.

CANADIAN

The Northern Distributing Company of Bladworth, Sask., has discontinued its grain business there.

Honat & Harcourt, Ltd., have incorporated at Toronto, Ont., to operate as grain and flour merchants.

The Canadian Shredded Wheat Company has arranged for the erection of a concrete grain elevator at Niagara Falls Centre, Ont.

New machinery additions are being made to the elevator of the Dwyer Elevator Company at Island No. 2, Fort William, Ont., which will cost \$50,000.

A line of elevators, located at Ardath, Delisle, Carlton and Mennon, Sask., and Daysland, Alta., has been purchased by the Quaker Oats Company of Saskatchewan.

The Hansen Grain Company, Ltd., of Winnipeg, Man., has been incorporated with capitalized stock of \$50,000. It will take over business of the Hansen Grain Company.

A new Canadian Government elevator of 2,500,000 bushels' capacity has been built at Calgary, Alta., and is now ready for operation. The plant is equipped to handle, store, clean or dry grain in any manner.

IOWA

Bert Gates is now half owner in the grain store of L. C. Paul of Cedar Falls, Iowa.

A. Humeston & Son of Humeston, Iowa, has installed a gasoline engine to clean seeds and elevate wheat.

The Quaker Oats Company has made arrangements for the construction of a grain elevator at George, Iowa.

The Farmers' Co-operative Elevator Company of Armstrong, Iowa, has planned the construction of a ratproof feed building. The building will be utilized as seed and twine house.

The improvements now under way on the J. B. Adams elevator, located on the Chicago & Northwestern tracks at Sac City, Iowa, include a substation annex, 28x24 feet by 40 feet in height. The

plant will have a capacity of 25,000 bushels. The grain is to be carried from the old elevator to the new annex by means of a screw conveyor.

The Farmers' Grain Company of Hawarden, Iowa, is the new proprietor of the farmers' elevator at Chatsworth, Iowa.

A Hess Out-door Grain Conditioner is being installed in the place of A. Moorhouse & Son, grain and lumber merchants at Glidden, Iowa.

The elevator properties of the J. & R. Grain Company at Belmond, Palsville and Latimer, Iowa, have been traded by them for a section of land.

The Farmers' Elevator Company of Strahan, Iowa, has placed its order with the Burrell Engineering & Construction Company for a 75,000-bushel studded grain elevator.

THE DAKOTAS

Martin Markley has leased the Durlsch Grain Elevator at Highmore, S. D.

E. J. McGlenn has sold his elevator at Hoven, S. D., and moved to Aberdeen.

Work has been commenced on the construction of the elevator at Watrous, N. D.

Capitalized at \$10,000, the Cruden Grain Company was organized at Stanton, N. D.

The Farmers' Elevator Company was organized at Miranda, S. D., capitalized at \$10,000.

The Reliance Elevator located at Fairview, S. D., has been bought by T. A. Thorsteinsen.

Potter, Garrick & Potter of Webster, S. D., are the new proprietors of the Caldwell elevator.

The new grain elevator at Danzig, N. D., has been completed and is ready to do business.

An oat separator is to be installed in the Equity Elevator Company's plant at New Rockford, N. D.

The elevator of Henry Bruhn at Tea, S. D., has been sold by him to the McCaull-Webster Elevator Company.

Another large elevator has been built to the plant of the Christian Milling Company at Redfield, S. D.

The foundation has been laid for the new elevator to be owned and operated at Beach, N. D., by O. D. Brault.

The Sentinel Butte Grain Company's elevator at Sentinel Butte, N. D., has been leased by George F. McCloskey.

The McKeever elevator at Peever, S. D., has been purchased by the Victoria Elevator Company of Minneapolis, Minn.

The Imperial Elevator at Colgate, N. D., which C. D. Wheeler rented recently, has been equipped with a new cleaner.

The farmers' elevator at Portland, N. D., which was struck by lightning during the early part of September, is to be rebuilt.

Construction work has been started on the elevator to be owned and operated at Temvik, N. D., by the farmers of that vicinity.

The approach to the elevator of H. T. Hoky at Burlington, N. D., has been graveled and new grain cleaning apparatus has been installed.

At Blaisdell, Montrail County, N. D., the Farmers' Co-operative Elevator Company was formed with J. A. Evenson, Otto Olson and R. C. Finley as the incorporators.

G. A. Wenderlin of Larson, N. G. Nelson and Ruth Nelson, both of Stanley, N. D., have organized the Larson Grain Company at Larson, N. D., capitalized at \$10,000.

P. D. Podhola and E. R. Podhola, all of Max, N. D., have applied for incorporation papers as the Podhola Grain Company. The capital stock of the concern amounts to \$25,000.

The Lawton Farmers' Elevator Company at Lawton, N. D., has installed a new separator and cleaner in its elevator there. Fairbanks Automatic Scales have also been installed.

The Eden Co-operative Elevator Company was recently incorporated at Eden, S. D., by Charles Miller, Math Unger, Peter Weiler and others. The company is capitalized with \$8,000.

The Larson & Miller elevator at Auburn, N. D., has been leased to the Farmers' Elevator Company. This company is operating the elevator in connection with its own plant.

The Co-operative Grain Company of Chamberlain, S. D., was formed there, capitalized at \$10,000. The promoters of the enterprise are E. F. Scott, H. J. Lawrence and H. M. Anderson.

Incorporation papers have been issued to the Gregory Farmers' Elevator Company at Gregory, S. D., by Carl Jernberg, J. H. Kimball and C. A. Bourkhart. Capital stock of the firm aggregates \$25,000.

Incorporation papers have been issued to the Pettibone Farmers' Union Elevator Company, to do business at Pettibone, Kidder County, N. D. The company has a capital stock of \$10,000 and was

formed by Harry R. Danielson, David W. Scott and Chas. Gorenflo, all of Pettibone.

The elevator of the Wilton Mercantile Company at Wilton, N. D., has been purchased by the Farmers' Elevator Company to be used as an auxiliary grain house.

C. N. Nobel and W. A. Conant of Mapleton, N. D., and W. W. Bishop are the incorporators of the Mapleton Elevator Company of Mapleton, Cass County, N. D. The capital stock of the firm amounts to \$20,000.

J. C. Miller and Emma M. Miller of Page, N. D., and R. E. Young of Hope, N. D., are the incorporators of the recently organized Clifford Grain Company of Clifford, N. D. The capital stock of the concern aggregates \$10,000.

The Sherwood Farmers' Co-operative Elevator Company was incorporated, capitalized with \$25,000, at Sherwood, Renville County, N. D. The organizers of the concern are Simon Olsen of Sherwood, A. A. Lane and A. F. Chapdelaine.

With a capital stock amounting to \$25,000, the South Farmers' Grain & Trading Company was organized at Southam, N. D. The incorporators of the concern are P. M. Teigen and A. L. Smith, of Crary and Ben. E. Burt of Southam.

The Farmers' Educational & Co-operative Union Elevator Company of Tuttle, Kidder County, N. D., was organized there by L. S. Langedahl, F. O. Brodin, H. B. Cleveland, all of Tuttle. The company has a capital stock of \$10,000.

Capitalized with \$10,000, the Bordulac Co-operative Elevator Company of Bordulac, Foster County, N. D., was recently incorporated by Geo. D. Palmer, A. H. Wentland and P. C. Peterson, all of Bordulac. The capital stock is placed at \$10,000.

Papers of incorporation have been issued to the Gascoyne Equity Exchange of Gascoyne, Bowman County, N. D. The organizers of the firm, which is capitalized at \$10,000, are Engebret Petersen, Syver Olson and John Loren, all of Gascoyne, N. D.

Among the recently incorporated elevator companies of North Dakota is the Alfred Elevator Company at Alfred, N. D. The organizers of the firm are R. A. Werner, Frank Boldt and E. G. Bloedow, all of Alfred. The company is capitalized at \$8,000.

Articles of incorporation have been filed for the Dogden Farmers' Elevator & Mercantile Company of Dogden, McLean County, N. D., by Nich Liefgen, E. O. Kittelson and C. D. Kittelson, all of Dogden.

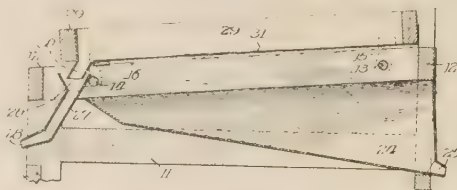
The capital stock of the concern is placed at \$10,000.

GRAIN TRADE PATENTS

Bearing Date of September 7, 1915

Method of Cleaning Grain.—Rudolf Seidl, Minneapolis, Minn. Filed July 16, 1914. No. 1,152,920. See cut.

Claim.—In the separating of elongated grains heavier at one end from grains of substantially symmetrical shape by the use of a screen having a mesh to exclude the passage therethrough of the symmetrical grains, the steps of feeding a mixture of such grains to the screen



and forming a thin layer thereon, and imparting an up and down movement to the screen to throw the layer of grains upwardly and permitting the grains to fall back against the screen, the length of descent of the grains being sufficient to permit the elongated unbalanced grains to assume a vertical position before reaching the screen, whereby said grains will pass through the screen and be separated from the substantially symmetrical grains.

Corn Kiln.—Raymond D. King, Lamoille, Ill. Filed April 2, 1915. No. 1,152,644.

Bearing Date of September 14, 1915

Conveyor Bucket.—Alonzo E. Elliott, Raymond, Wash. Filed December 17, 1913. No. 1,153,375.

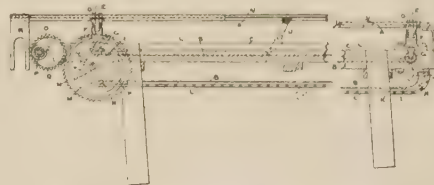
Grain Door.—Orin J. Miller, Hurdsville, N. D. Filed January 20, 1914. No. 1,153,509.

Bearing Date of September 21, 1915

Apparatus for Cleaning and Separating Seeds and Grain.—Frederick Malcolm Dossor, Doncaster, England. Filed December 2, 1914. No. 1,154,102. See cut.

Claim.—A seed grain separator comprising, in combination, a flat inclined sieve, an endless traveling belt mounted beneath the sieve and adapted to receive and deliver the material passing through the sieve, and a common selective means whereby the sieve may be given either an upright jumping motion or a longi-

tudinal oscillating motion, so that different classes of seeds and grain requiring different treatment can be



dealt with on a single sieve, substantially as herein set forth.

Bearing Date of September 28, 1915

Corn Shelling Machine.—Jacob F. Klenzle, Sioux Falls, S. D. Filed March 20, 1915. No. 1,155,155.

Bearing Date of October 5, 1915

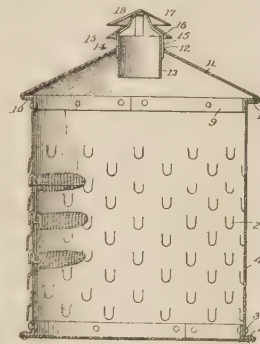
Grain Bag.—James F. Shannon, Farmville, Va. Filed August 6, 1912. No. 1,155,375.

Treatment of Seed Grain.—Henry Ernest Fry, Dorchester, England, assignor to Charles Edward De Wolf, London, England. Filed March 27, 1915. No. 1,155,560.

Grain Pickler.—John Elton Robinson and William James Currie, Lauder, Manitoba, Canada. Filed November 29, 1912. No. 1,155,618.

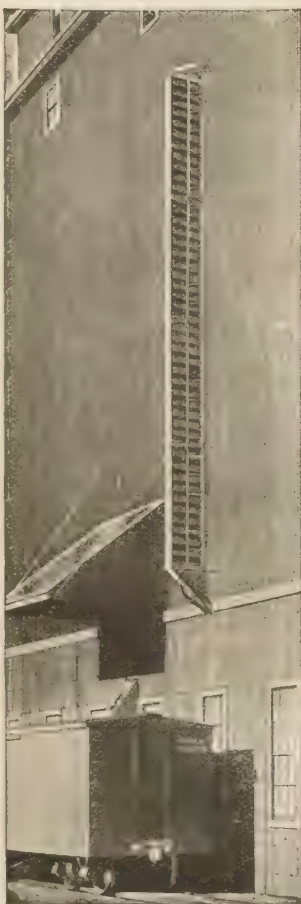
Corn Drier.—John Q. Clarke, Crawfordsville, Ind. Filed November 30, 1914. No. 1,155,889. See cut.

Claim.—In a corn drier structure, a circular base, a plurality of angle irons secured to the upper surface of the marginal edge of said base, a piece of metal



secured to said angle iron and projecting vertically from said base, a plurality of angle irons secured to the upper edge of said vertically extending plate, and a substantially conical shaped roof secured to said last named angle iron.

HESS GRAIN DRIERS



Hess Out-Door Conditioner

cannot be excelled for efficiency—economy—convenience—and for this reason **Hess Driers** are in more general use—and have a wider sale and distribution than all other makes combined.

In Hess Driers the heat is under perfect regulation—the grain is all in full view while drying. Any result desired may be obtained—whether fast or slow drying—with much or little heat. Suitable for any kind of grain or seed or for salvage grain.

The Hess Drier is **self-cleaning**. Dust cannot accumulate in the racks—and changes from different lots of grain can be made without the slightest mixing. Made in eleven regular sizes suitable for all kinds of mills and elevators.

Hess Out-Door Conditioners

Patented
June 1, 1915

that tumble and stir the grain out of doors, in the wind and sun, will soon be standard equipment for all mills and elevators. Our customers write that they pay for themselves **within three or four weeks**.

You can buy a Conditioner on **thirty days' trial**, with the privilege of returning it at our expense for freight both ways, if it doesn't make money for you

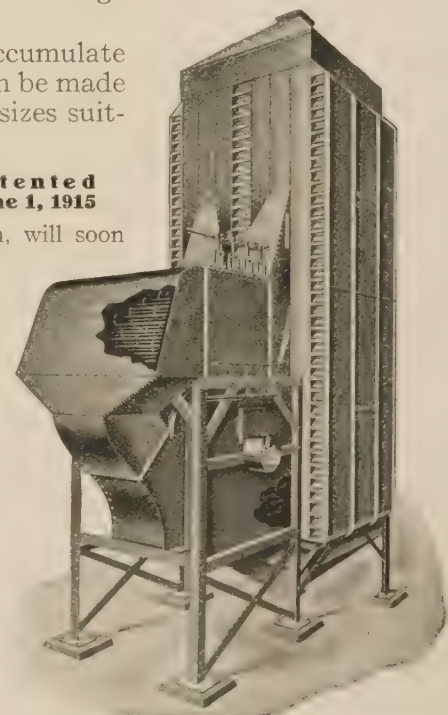
This is not a **drier** but a mighty **improver** of tough, damp and musty grain. Requires no power nor heat, nor space in the house.

Brown-Duvel Moisture Testers

We make them—with copper or glass flasks—for gas, gasoline, alcohol or electricity.

Free booklets, plans, etc. Write, wire or telephone.

HESS WARMING & VENTILATING COMPANY
1258 Tacoma Building, CHICAGO



Hess Grain Drier

HAY, STRAW AND FEED

Charles J. Hurst of Guiderland Center, N. Y., expects to handle feed.

A feed store has been opened up at Stapleton, Neb., by Harry G. Lamb.

Jesse Spaulding of Ludlow, Vt., has made plans for opening up a feed store.

Gillette & Heavener, feed men of Royal Oak, Mich., have gone out of business.

Week & Weeks have engaged in the feed and flour business at Grand Rapids, Mich.

Phinney & Peters, feed dealers of Kalkaska, Mich., are succeeded by W. K. Phinney.

At Louisville, Ky., L. L. Marshall has organized the Kentucky Feed & Grain Company.

G. H. Scott has purchased the feed and produce business of G. B. Darling at Hardtner, Kans.

Charles Wigg and Peterson & Son are now in control of the Currell feed business at Boone, Iowa.

Peter Herbert purchased recently John McMillan's feed and flour business at Munising, Mich.

A half interest in the Allen feed business at Hopkinsville, Ky., has been purchased by O. G. Davis.

A branch office of G. M. White & Co.'s feed store at Hartford, Conn., is to be opened at Newington, Conn.

The building at Atoka, Okla., formerly occupied by Neal & Sons is now used by Wm. Hope as a feed store.

A building is now under course of construction to house the feed business of W. S. Lyons & Son at Corning, Iowa.

Jack Hollens recently purchased the interest of Bair and Watkins in the Grand Ledge Feed Store at Grand Ledge, Mich.

The Steinbaugh Hay Company is the new name of the Steinbaugh, McGee Hay Company who operate at Princeton, Kan.

Wm. M. Chambers expects to engage in feed and flour industry at Pulman, Wash., in the new building which was recently built.

The flour and feed industry at Parsons, Kans., formerly operated by Thurson & Mozier, is now controlled by G. W. Thurson.

The capital stock of the Coppins & Lange Flour & Feed Company at Rockford, Ill., has been increased from \$25,000 to \$50,000.

Work has been commenced on construction of the new feed store, office and coal bins of the Crabbs-Reynolds-Taylor Company at South Raub, Ind.

S. Antonoff of Bruce, Wis., has made arrangements for the construction of a building 36x60 feet in which he will conduct a feed and flour business.

Chase-Hibbard Corporation was formed at Elmira, N. Y., to engage in the feed, flour and grain business. The capital stock of the firm is \$25,000.

The firms of Bush & Son and the Columbia Flour, Feed and Seed Company, both of Columbia, Mo., have consolidated and will operate as the Columbia Feed & Grain Company.

Permission has been granted C. Giacomini for the construction of a two-story fireproof building, 25x80 feet, at Globe, Ariz. He will engage in the hay, grain, feed and coal business there.

The Franklin Bliss Corporation has been formed at Richford, N. Y., to handle feed, flour, etc. Herbert and Franklin Bliss and William G. Borden are the organizers. The company is capitalized with stock of \$16,000.

A warehouse is under course of construction at Miami, Ariz., by C. W. Van Hook, local manager of the Texas Company, to be used for the storage of hay and grain. The warehouse building is to be 40x76 feet of corrugated iron construction.

At Clontarf, Minn., the Clontarf Farmers' Co-operative Hay Company was recently incorporated with the following officers: President, Geo. Richards of Clontarf; H. A. Hancock, Benson, vice-president; Andrew Kavanagh, Clontarf, secretary; and P. J. Regan, Tara, treasurer.

CHICAGO HAY MARKET

Albert Miller & Co., of Chicago, have the following to say in their letter of October 12: "Arrivals of all kinds of hay still continue very light. Total receipts today 45 cars. All grades of timothy in good demand at the quotations: Choice—\$18.00 to \$19.00; No. 1—\$15.00 to \$16.50. No. 2 on account of scarcity of the better grades shows an advance of \$1.00 per ton, selling this week at \$12.00 to \$14.00.

Light clover, \$12.00 to \$14.00. Good demand also for good colored heavy clover mixed at \$11.00 to \$12.00. We urge shippers to take advantage of present favorable market. In prairie hay all grades of upland are wanted. Arrivals very light. Choice sell \$14.00; good No. 1, \$13.00; good No. 2, \$12.00.

"A good demand now for all kinds of straw and very light arrivals. Immediate shipments urged. Rye, \$8.00 to \$9.00; oat and wheat, \$7.00 to \$7.50."

ST. LOUIS HAY MARKET

"The receipts of hay continue to be rather light," say Toberman, Mackey & Co., St. Louis, Mo., in a letter of October 11. "Good No. 1 timothy and light clover mixed is still scarce and is meeting with ready sale at good prices. This hay should be free from all kinds of stains to avoid rejections. Poor No. 2 and low grade hay is plentiful and hard to place; would not advise shipment to this market, but would advise shipment of good hay.

"High No. 1 and choice alfalfa scarce and in demand, meeting with ready sale at higher prices. Poor demand for poor No. 2 and low grades. Choice upland prairie in good demand. No. 2 and lower grades plentiful and not wanted, hard to sell."

SUDAN GRASS IN THE DUTCH WEST INDIES

Sudan grass was introduced in the Dutch West Indies last November by the U. S. Consul and sufficient success has been attained to give the grass an excellent reputation. The shortness of the rainy season makes it absolutely essential that the grass planted should be of quick growth. That the Sudan grass fills this requisite is illustrated by the fact that, eight weeks after the seed was distributed, a stalk of it had obtained a height of 8 feet; in seven weeks from the time the seed was planted the grass was at the most favorable stage for hay. Heretofore Para grass had been planted but it is not nearly so satisfactory as the Sudan grass. An interesting experiment was tried by several planters. Cuttings were made of the stems of the grass after they had attained a height of four feet. These cuttings were planted out and well watered; in a few days they put out roots and began to grow. This method of propagation is thought to be practicable only where labor cost is very low and the cost of the seed is very high.



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES



SOUTHERN HAY FOR SOUTHERN MARKETS.

According to the most recent figures of the United States Department of Agriculture, 1,305,000 tons of hay valued at \$17,526,000.00 are brought each year into the 11 Southern States. In other words, the South produces only four-fifths of the hay that it consumes and imports the other one-fifth. This is a singular state of affairs for a great agricultural section and the causes for it are analyzed in a new publication of the Department, Farmers' Bulletin 677. "It is practicable," says this bulletin, "for the farmers of the South to produce all the hay that they need on their own farms." For the city markets, however, southern hays find it difficult to compete with timothy, clover or alfalfa, none of which have done well in the cotton belt except in limited areas. Another obstacle is the likelihood of rainy weather interfering with the curing of the crop.

These two obstacles, however, do not alter the fact that, with suitable soil conditions, growing hay in the South for market should be a profitable production. The heavy clay uplands and the sandy soils along the coast are well suited for this purpose, and the Department of Agriculture considers it doubtful whether it is advisable to attempt to produce market hay on them. On the other hand, bottom or alluvial land, if sufficiently drained, are admirably adapted for hay production, and if there is a good market for hay in the vicinity will probably give as great a profit in this way as in any other.

You Profit by Consigning Your

HAY

to

J. C. Pederson & Co.

RECEIVERS AND SHIPPERS

30 Years' Experience in the Chicago Market.

327 So. La Salle St.,

CHICAGO, ILL.

HUFFINE & COMPANY

Wholesale

HAY

and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888.

Kansas City, Mo.

FIRES-CASUALTIES

C. Story's feed store at Edgar, Neb., was damaged by fire.

The safe of the Mead Grain Company of Nevada, Mo., was robbed of \$52 September 18.

The Ericson elevator at Story City, Iowa, was slightly damaged by fire not long ago.

The Dodge Grain Company's elevator annex at Minnewaukan, N. D., was burned not long ago.

A \$5,000 loss was sustained when fire damaged E. A. Brown's elevator at Jasper, Minn., not long ago.

Burglars broke into and escaped with \$95 from the Crawford Elevator, located at Breckenridge, Mich.

Lightning struck, but did no serious damage to, the elevator plant of E. M. Cassidy & Co., at Whiting, Iowa, on September 18.

Fire starting from an overheated furnace did considerable damage to the plant of the Cleveland Grain Company at Sheldon, Ill.

While repairing his grain elevator at Nome, N. D., Sever Severson caught his arm in one of the pulleys and received painful injuries.

Fire of unknown origin burned the elevator and mill of the Model Flour Mills at Guthrie, Okla., on September 29 with a loss of \$20,000.

Fire consumed the plant of Clark Bros., hay, grain and coal dealers of Cambridge, Mass., entailing a loss of \$45,000 on building and stock.

The Grange Company of Modesto, Cal., suffered a loss of \$8,500 when its warehouse there burned not long ago. Most of the loss was covered by the insurance carried.

Chas. E. Litter of Chillicothe, Ohio, fell from the top of the scaffold in the grain elevator of M. Griffith & Son at Climax and died from the injuries received a short time later.

A loss of \$1,000 was suffered by the Pineville Feed & Grain Company when fire damaged its warehouse located at Pineville, Ky. An insurance of \$400 was carried.

The warehouse occupied by the Newsome Food and Grain Company at Petersburg, Va., was practically destroyed by fire. The loss amounted to between \$6,000 and \$7,000.

While working on the new elevator of the Podhola Grain Company at Max, N. D., Adolph Weidenbach, a carpenter, fell from the scaffold and suffered a sprained ankle.

The warehouse of the Santa Paula Co-operative store located at Santa Paula, Cal., was totally wiped out by fire. At the time of the fire, it contained six or eight tons of hay.

On September 12, the Davidson Mill & Elevator Company's plant at Muskogee, Okla., burned with a loss of \$45,000. Several carloads of wheat and oats standing on the tracks were burned.

No serious damage was done to the grain elevator of Frank B. Hoag at Waukesha, Wis., when a small blaze broke out as the result of its being hit with a bolt of lightning during a storm.

Fire in the plant of J. Johnson Storage and Hay Company of San Jose, Cal., caused that company a loss of \$75,000 and to the surrounding property damage amounting to \$160,000 was done.

Considerable damage was done to the Escondido Hay, Grain and Lumber Company's plant at Escondido, Cal. W. L. Ramey, president of the firm, believes that the fire was of incendiary origin.

Burglars broke into the safe of Peter R. Diederich's elevator at Rochelle, Ill., but escaped with little of any value. The high explosives used destroyed the safe and some valuable papers which were kept in it.

Spontaneous combustion is thought to have set fire, on October 4, to the grain warehouse of T. H. Brooke & Co., at Atlanta, Ga., entailing a loss of about \$10,000. Over 2,000 bales of hay were consumed in the blaze.

The Dodge Grain Company of Bathgate, N. D., met with a serious loss when its elevator was burned. The fire threatened the business district of the city for a time, and several other large buildings were consumed. The total loss aggregates \$60,000.

The large 1,000,000-bushel elevator of the Northwestern Elevator Company of Minneapolis, Minn., located at Minnesota Transfer, at St. Paul, Minn., was completely consumed by fire and a loss of \$110,000 was suffered by the proprietors. The fire, which was of unknown origin, started in the cupola and rapidly spread through the plant, which was of wood construction, covered with corrugated iron.

The elevator at the time of the blaze contained but 25,000 bushels of oats and barley, valued at \$10,000.

Fire destroyed the Farmers' Elevator Company's plant at Oriska, N. D., on September 15, entailing a loss of \$6,000 on grain and \$7,000 on the building. Both are fully covered by insurance. The origin of the blaze is unknown.

The elevator situated at Lake View, Iowa, of the Updike Grain Company of Omaha, Neb., was struck by lightning. Considerable damage was done by the bolt, which ran down the cupola and elevator spout, but no fire resulted.

The elevator plant of the A. B. Crouch Grain Company at Temple, Texas, was damaged by fire on September 24. The origin of the fire is supposed to have been from spontaneous combustion. The loss was amply covered by insurance.

A damage of \$5,000 was caused by fire in the elevator at Warsaw, Ind. More than 6,000 bushels of grain were damaged by the fire and water. The plant is owned by Jessie Thayer and the loss is entirely covered by the insurance carried.

A loss of \$1,850 was sustained by the Home Grain Company of Terrell, Texas., when it caught on fire. The damage to the building was \$250, with no insurance; the loss of grain stored was \$1,600, partially covered by an insurance of \$1,200.

Fire, of supposedly incendiary origin, damaged the Updike elevator and three Burlington freight cars loaded with merchandise at Blue Hill, Neb., the latter part of September. The loss amounts to \$10,000, and the elevator was insured for \$7,000.

While playing at the top of the grain chute in his father's elevator at Marshallville, Ohio, Leonard Smith, aged 6 years, fell and was carried down with the fall of 1,000 pounds of oats. After an hour's search the boy's body was found under 15 feet of the grain.

On September 27, the grain elevator, office and milling property of the Renfrew Flour Mills Company at Renfrew, Ont., was completely destroyed by fire. The elevator contained about 5,000 bushels of wheat at the time of the blaze and all of this was consumed.

A fire which resulted in the loss of about \$1,000,000 worth of produce, including grain, sugar, etc., consumed the Union Warehouse at North Main & Alameda Streets, Los Angeles, Cal., on September 22. It is reported that defective wiring caused the conflagration.

Lightning caused a fire on September 25 at Hull, Iowa, which burned the Huntting, McMichael and Bender Bros.' elevators. The loss is estimated at \$33,000. The bolt struck the McMichael elevator and before alarm could be given the flames were bursting through the roof.

W. W. Burriss was painfully injured while piling wheat in the warehouse of the Spokane Flour Mills' warehouse at Spokane, Wash. He lost control of the handles of the loaded wheat truck and this balasted with 700 pounds of wheat fell upon him. A bolt struck him near the knee, cutting through to the bone.

It is thought that sparks from a passing train set fire to the elevator of C. W. Leonard at Wyckles (near Decatur), Ill., consuming about 6,000 bushels of grain in addition to the building. Mr. Leonard had leased the plant from the Wabash Railroad and cannot collect damages, but it is expected that the plant will be rebuilt.

Ten thousand dollars are the estimated losses of the Harshman Grain Company when its grain elevator and cribs at Snyder, Ohio, were burned to the ground, on October 4. It is thought that the fire was started by a "fire bug," as a man was seen running away from the building just as the flames burst out. Before a bucket brigade could be formed the fire had gained so much headway that to extinguish it was impossible. It is said that the loss would be covered by the insurance and that the elevator will most probably be rebuilt.

ACCORDING to reports the wheat crops of Washington, Oregon and Idaho will amount to 68,550,000 bushels this season.

THE 50 ears of corn that won sweepstakes at the International Soil Products Exposition at Denver, Colo., were purchased by T. Z. Chang, Chinese Minister of Agriculture.

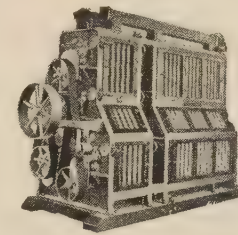
THREE carloads of wheat have been distributed among the Nevada farmers by the Riverside Mill Company of Reno, Nev., to be used as seed in experiment work.

You Grain Men Can Do This Very Thing Yourselves!

You can turn wheat into a great deal more money—into bigger profits—by milling it yourself with the "Midget" Marvel Self-Contained Roller Flour Mill.

Others are doing it and they are telling how easily it is done. We have the proof.

MANY grain and elevator men in various parts of the United States have turned to milling their wheat into flour as a means of increasing profits.



THE "MIDGET" MARVEL

They have found that the "Midget" Marvel Self-Contained Roller Flour Mill is the best thing for utilizing waste power, waste space and waste labor and turning it all into handsome profits.

With this marvelous invention you can, on a comparatively small investment, increase your profit on wheat as high as 25c or more per bushel. You can find a ready market right at your door for every sack of flour and every bit of feed you can make.

The "Midget" Marvel is a complete roller flour mill all in one frame, requiring very little space, power or attention to run. It is so simple in construction and operation that you do not have to have previous milling experience to run it and make money from the start. Many are running it with power that had been going to waste, thereby turning that power into a real profit.

The "Midget" Marvel is made up in four sizes, 12½, 25, 50, and 75 barrels a day capacity and makes as fine roller patent flour as any other mill in the world, big or little—Makes "A Better Barrel of Flour Cheaper."

Write us today for names and addresses of grain and elevator men that have installed the "Midget" Marvel and are making money with it. We will even send you their letters if you want or have you write them yourself. Wish you would.

When you write tell us the market price of wheat and wholesale values of flour and bran in your locality. We will then give you definite figures on profits.

Ask us also for our handsome new book just off the press, "The Story of a Wonderful Flour Mill," with estimates, plans, terms, etc. It will be a revelation to you!

Anglo-American Mill Co.
INCORPORATED
401 Fourth St., Owensboro, Ky.

FIELD SEEDS

The Sioux City Seed & Nursery Company of Sioux City, Iowa, has built a new \$5,000 warehouse.

J. A. Aird is having a large seed warehouse erected for him at Elevator Avenue and Main Street, Lawton, N. D.

The Robert H. Black Seed House, located at Albert Lea, Minn., has been reorganized recently taking Charles Wedge in as partner.

To specialize in field seeds and poultry supplies, the Gunn Seed Company was incorporated at Lincoln, Neb., by E. S. Gunn and E. A. Pegler.

J. H. Doty, J. R. Kneeland and E. C. Davis organized the E. C. Davis Seed Company of St. Peter, Minn. The capital stock amounts to \$50,000.

The Door County Seed Company of Kewanee, Ill., has moved from the Hay Building to its new warehouse. The firm has a storage capacity for 6,000 bushels of peas.

The Greenbaum Sons Bank & Trust Company of Chicago, Ill., have underwritten a bond issue loan of \$1,500,000 to The Albert Dickinson Company, who is constructing a new seed warehouse at Chicago.

The interest of Wm. Reed in the seed store of Reed & Hodge at Palatka, Fla., has been purchased by Edward L. Mann. The reorganized firm will hereafter operate as the Mann & Hodge Seed Company.

A partnership has been entered into by Jacob Weiss and Ed. Baum to conduct a seed house at Denison, Iowa. They are conducting a seed house which will have the capacity for handling 2,000 bushels of seed corn.

George E. and Harvey D. Hays and J. Logan Marshall are the incorporators of the Flora Seed & Milling Company at Louisville, Ky. The company is capitalized with \$25,000 and will do business in Jefferson County.

The Ratekin Seed House has been incorporated at Shenandoah, Iowa, to deal in seeds of all kinds, etc. The company is capitalized with \$75,000. J. W. Ratekin, W. B. Ratekin and Archie Ratekin constitute the board of directors.

The Holmes-Letherman Seed Company was incorporated at Canton, Ohio, capitalized with stock of \$25,000. The organizers are: George M. Letherman, H. L. Holmes, Jr., Edwin L. Gebman, H. W. Shriver and Minnie L. Letherman.

Capitalized with \$100,000 the Louisville Seed Company was incorporated at Louisville, Ky., to conduct a seed business in Jefferson County. The organizers of the company are George E. and Harvey D. Hays, Owen T. Watts and Joseph D. Marshall.

A charter of incorporation has been granted the organizers of the seed and produce business at Harriman, Tenn. Syn J. Monday, S. O. Gates, J. T. Henderson and F. C. Reep of Knoxville, Tenn., and A. A. La Rue of Oliver Springs were among those interested.

NORTH DAKOTA SEED CONTEST

In connection with the convention of the Grain Growers' Association of North Dakota, which will be held in January, the North Dakota Improved Seed Growers' Association will hold one of the greatest seed shows ever pulled off in the Northwest. This will be a great year for Northwestern seeds, the general average of which has been improved greatly under the influence of the Association. A liberal distribution of prizes, both cash and machinery, are already assured, and the contest is expected to be a great stimulus to the pure seed campaign in the Northwest.

FOREIGN CLOVER SEED OUTLOOK

C. A. King & Co. of Toledo in their market letter for October 9, have the following to say about the outlook abroad: "England harvests its clover seed crop in September. Large London dealer says: 'Eighty per cent of the fields which were intended for seed have been cut for hay. The abnormal value of hay is caused by the War office demands, but partly owing to the heavy yield for hay per acre. Weather caused clover seed to grow in such bulk that it paid the farmer better to save it for second hay than for seed. Quality of new seed poor. Some good 1914 crop held over.' Worcester dealer says: 'Most of the acreage of the red clover plant was cut green to make hay, which has been very high in price. Stocks are small because retailers have bought freely to cover their requirements for next season. Timothy is not saved for seed in England and on only a small scale in Scotland.' Another large Lon-

don dealer says: 'Red clover will be small crop in England. Wet weather caused big plant and it was cut mostly for hay. Large quantity 1914 crop carried over in Europe. French crop poor. Chile shipping some containing dock and dodder. Italy offering some attractive seed. They miss Austrian and German demand.'"

BRITISH EMBARGO HURTS SEED TRADE

The Danish seed market usually furnishes this country with a large volume of seed of various kinds. This year the supply has been shut off because of the embargo which England has enforced against Danish seeds, under the alleged presumption that the seed comes from Germany, which, as a matter of fact, a large part of it does.

One of the largest wholesale seed houses in Denmark recently sent a representative, Charles J. Jensen, to this country to explain to importers just why seeds could not be delivered and to try to get the co-operation of American importers to protest against the British embargo.

NEW CANADIAN OFFICE FOR SEED GRAIN

An office on the third floor of the Grain Exchange, Winnipeg, has been opened by the Canadian Immigration Department with a view to facilitating the payments being made in connection with seed grain supplied by the Dominion government.

Railway agents have been advised that in sending forward grain handled over the loading platforms to endorse on the bill of lading the amount of indebtedness due for seed grain. Terminal elevator companies will not issue warehouse receipts for this grain unless the bill of lading has on the face of it evidence that the seed grain indebtedness has been paid.

It is to facilitate the work in the interests of the commission men and all others handling seed grain in carlots that this office, which is manned by a competent staff, has been opened.

Southern Seeds

Cow Peas, Velvet Beans, Soy Beans, Sorghum, Kaffir Corn, Feterita, Shalla, Teosinte, Japanese Millet, Peanuts, Burr Clover, Japan Clover, Sudan Grass, Rhodes Grass, Natal and Bermuda Grass, Beardless Barley, Fulghum Oats, Abruzzi Rye.

N. L. WILLET SEED COMPANY, Augusta, Ga.

Clover Seed Active

With approach of critical crop making season, clover seed futures are increasingly active. Prices latter part of season generally cover wide range. Toledo is center of clover trading. Our facilities are complete. Inquiries and orders receive immediate attention. Daily Letter, with latest news views on request.

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Grain, Clover and Grass Seeds,
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Alfalfa Seed. AYE BROTHERS, Blair, Neb.

FOR SALE

Carloads of bulk maize. Pure Sudan seed. NORRIS BROS., Lockney, Texas.

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

GRAIN FOR SALE

Wanted, buyers of white, hard and red milling wheat to advise their wants. We can supply you. FARMERS' GRAIN CO., Railway Exchange, Denver, Colo.

FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C.i.f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, 140g Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

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and
SELLERS

Medium, Alsike,
White, Alfalfa,
Clover, Timothy,
Grasses, etc.

Mail Samples.

Ask for Prices.

Milwaukee Seed Co.
Milwaukee, Wis.



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Mail Samples for Bids.

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

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PURE SEED LAWS

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Minneapolis

ASSOCIATIONS

MIAMI VALLEY DEALERS ELECT

The Miami Valley Grain Dealers' Association held its regular fall meeting at Lima, Ohio, October 7, electing the following officers: President, Fred Russell of Sidney; vice-president, E. D. Fristoe of Saunders; treasurer, Geo. Shawley of Pemberton; secretary, E. T. Custenborder of Sidney.

KANSAS CONVENTION DATE UNDECIDED

The 19th annual meeting of the Kansas Grain Dealers' Association will be held in Hutchinson, Kan., but the date has not yet been fixed. Secretary Smiley is now engaged in taking a poll of the membership on this question. Some members want the meeting held in February, while others favor the early part of May. Postcards have been sent to every member and the date finally decided upon will be governed by the majority vote.

Secretary Smiley reports in a bulletin issued October 8 the following new members added to the Association since July: Oswego Milling Company, Oswego; John H. Rust, Altamont; Good & Barber, Cummings; Union Grain Company, Hutchinson; Mentor Elevator Company, Mentor; C. W. Carson & Sons, Ashland; L. H. Pettit Grain Company, Hutchinson; Tabb Grain Company, Hutchinson; Gretna Grain & Mercantile Company, Gretna; Bird City Equity Mercantile Exchange, Bird City; Cedar Bluffs Lumber Company, Cedar Bluffs; Farmers' Grain & Live Stock Company, Atwood; Farmers' Equity Exchange, McDonald; Clark Burdgrain Company, Wichita; Parrott Milling Company, Colby; Trego County Co-operative Association, Collyer; R. H. Howald, Halford; Trego County Co-operative Association, Wakeeney; Farmers' Elevator Company, Dorrance; Ellsworth County Farmers' Co-operative Union, Ellsworth; Farmers' Elevator Company, Wilson; Thomas & DeYoung, Prairie View; C. L. Frickey, Oberlin; Waid Waldo, Traer; Josiah Crosby & Son, St. Francis; J. A. Stinson, Kenona; Joe Hartter, Berwick; J. E. Barry, Traer; G. W. Bandt, Goodland; Kanarado Grain Company, Kanarado; Johnson Grain & Coal Company, Norton; Hardman Lumber Company, Wakeeney; Ogallah Elevator Company, Ogallah; Citizens' Lumber & Supply Company, Chester, Neb.; Jesse James, Byron, Neb.; Farmers' Union Elevator Company, Hardy, Neb.; Bloomington Equity Exchange, Bloomington, Neb.; S. S. Crilly, Riverton, Neb.; Marion Equity Exchange, Marion, Neb.; O. C. Thomas, Danbury, Neb.

WARNING FROM INDIANA

Secretary Riley of the Indiana Grain Dealers' Association has recently sent out letters of warning against making contracts for delivery of new corn and also against placing any dependence on a verbal contract with farmers or a written statement unless it is so worded as to be strictly enforceable at law.

Corn throughout the belt is in much the same condition as in Indiana so that Mr. Riley's message can be read with profit by dealers in any state. He writes as follows:

You are as competent as the Board of Managers and the officers of this Association to conduct your business, and we would not assume to tell you anything new, nor would we wish you to follow any suggestions from this office to your detriment, in the matter of buying and selling grain, but we cannot refrain from urging you to stop and thoroughly consider conditions and prospects, before rushing into contracts for the purchase or sale of new corn, either to grade or to sell "cool and sweet," for delivery during the fall or winter months.

The Board of Managers, all practical grain men, each handling from one to a dozen stations, suggest this letter go to our members, warning them of the dangers, apparent on all sides in this growing corn crop, which is at least 30 days late; rank growth, full of sap, much of it down, and the ground full of moisture, all of which will tend to prevent its proper maturity. This is the middle of September and we will hardly escape killing frosts during the next 30 to 45 days, which is a necessity if this crop is to mature in proper manner for harvesting and marketing in November and December.

The track buyers, receivers and others, will of necessity exact from the country sellers, contracts for grades and other specifications, as to qualify the time of shipment or delivery, that will be enforceable in law, and failure to make deliveries accordingly may mean heavy discounts, etc.

We know of some dealers who failed to make delivery of wheat and oats on their contracts this year, and were compelled to settle, one by the payment of \$1,500, one \$1,200, and a great many in amounts ranging from \$100 to \$1,000, thus instead of their contracts producing profits they produced heavy losses, while if they had simply been merchants, and handled the grain when it was ready to market, they would probably have made three to five cents per bushel, thus turning losses into profits and anguish into joy.

Now the corn situation is believed to be fully as precarious as was the wheat and oats, in fact more so, under the new grading rules, that are yet more or

less an experiment and the country dealer that enters into the deals in question will probably have plenty of time for careful and candid reflection after he has made his settlements.

The time was once when grain dealers furnished sacks, loaned money, stored grain, and otherwise inconvenienced themselves, in the belief, fallacious though it was, that it was necessary to hold their trade. Those who are now succeeding best, have gotten entirely away from the above practice and from contracting to buy or sell ahead, and we are looking forward with much hope to the day, when the ambitious country speculator, will be converted into a conservative and prosperous merchant; buying and selling grain when it is ready to move. You can't lose that way, if you use ordinary prudence in grading, and buy on fair margin.

NATIONAL HAY CAMPAIGN OPENS

The membership campaign of the National Hay Dealers' Association is in full swing, and the man who wins the diamond pin will have to get busy and stay busy. To date the following new members have been received: Kendrick-Randall Company, Inc., Browns, Ala.; Milne & Glennie Company, Galt, Ont., Can.; Manager Publishing Company, Minneapolis, Minn.; O'Brien Mercantile Company, Brainerd, Minn.; Cherokee Grain Company, Oklahoma City, Okla.; Lackey Bros., Knoxville, Tenn.; Newman Hay & Grain Company, Newport News, Va.; Jas. B. Leach & Co., Mt. Morris, Mich.; M. H. Smith, Basin, Wyo.; Herbert Wheaton, Atlanta, N. Y.; Rider & Miller, Bucyrus, Ohio; F. E. Johnston, Hemlock, Ind.; John H. Blevins, Coyville, Kan.; J. P. Fisher, Council Grove, Kan.; J. W. Povenmire, Centerville, Kan.; J. C. Schantz, Winfield, Kan.; Walker & Gerks, Rochester, N. Y.

Secretary J. Vining Taylor warns hay shippers about the new crop as follows:

I want to warn our shipper members to be more careful than they have ever been before in shipping hay. I find from reliable statistics that we have produced the largest crop of hay ever harvested in this country—81,000,000 tons. The nearest figure to this enormous tonnage was in 1912—72,691,000 tons. On top of this overwhelming tonnage we have the poorest quality ever raised. This is why I am sending you a note of caution. Try and induce your farmers to keep this poor grade hay on the farm, not even baling it up. Refer them to the penalty provided by the National Pure Food Law—the United States Government will confiscate mouldy, unsound or damaged hay and there is no recourse as to its value. Therefore, do not take

[CONTINUED ON PAGE 295.]

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

KANSAS ELEVATOR FOR SALE

Only elevator at good grain station. J. JACOBSON, Formoso, Kan.

FOR SALE

An 80,000 bushel 25-bin steel elevator. BAY CITY RICE MILLING CO., Bay City, Texas.

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A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

MACHINERY

FOR SALE

Twenty Fairbanks Scale Test Weights, in good condition. Correct seal. D. M. ORCUTT, 2217 Sixth Ave., Council Bluffs, Iowa.

A NOISE LIKE MONEY FOR YOU

Write for special low prices on high grade, slightly used gas or gasoline engines. We can fill your requirements satisfactorily. Have first-class bargain values from 1 to 100-h.p. State your power needs, and let us quote. THE BADGER MOTOR CO., Milwaukee, Wis.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

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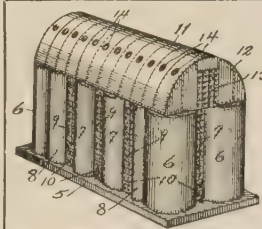
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For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

[CONTINUED FROM PAGE 294.]

any chances. The price of good hay, I think, will rule steady so it will pay you to be careful.
Be careful of your weights. This applies to both shippers and receivers. Much trouble and hard feelings can be brought about over careless weighing and poor scales, and it is costly, too. Discard your ancient, dark-age scales and buy a reliable set. They will soon pay for themselves. Discontinue the "give-and-take"—"breaking on 0 or 5" method. That is not the way you buy your sugar, coffee and flour. Let's give every man full weights and a full measure shaken down. Let us give the quality we advertise. Let our motto be, "The Square Deal." This will eliminate a lot of trouble.

ILLINOIS ACTIVITIES

The Illinois Grain Dealers' Association has added the following new members to its list: W. C. McGuire, Crawford Siding (Maroa p. o.); W. G. Heathfield & Co., Chamber of Commerce, Buffalo, N. Y.; McKenna & Rodgers, 60 Board of Trade, Chicago; The Moses Rothschild Company, Postal Telegraph Building, Chicago; The Tonica Grain Company, Tonica, and Brisbane Grain Company, Brisbane Station (New Lenox p. o.); W. A. Walters, LeRoy & Empire.

A new set of rules has been drawn up by the Claims Committee which will make the work of that body more efficient than in the past. As the committee has already established an estimable record, this promises decidedly well for the future and deserves the unqualified support of every member of the Association.

Secretary Hitchcock has something to say of the new corn:

Be careful about this new corn. It's late, sappy, and of low grade—much of it. I've been about quite a bit of late and have seen and heard much that has thrown a scare into me. Without a doubt the new corn will contain a high percent of moisture, and as some of it is downed and considerably damaged in quality, it surely behooves every grain dealer to buy it on a good margin. It's a good guess that there will be more No. 5 and No. 6 corn to handle up to freezing weather than in many years.

We have had many complaints on grading and discounting of wheat and oats, and pathetic tales of dealers' losses through inability to deliver per contract. Be warned by past experience, and be wary of this new corn. Be prudent in grading, and buy on fair margins. You're not charitable institutions and don't want to finish your days there. Safety first, gentlemen. Shift gears at the crossing.

OBITUARY

E. S. Cox, formerly elevator manager at Alpha, Ill., died on September 24.

At the age of 60 years, Leroy Blose of Blose Bros., grain dealers of Urbana, Ohio, died there.

James M. Pelley, who had bought grain at Bardolph, Ill., for over 40 years, died there September 26, aged 78 years.

At the age of 89 years, George Brockway, a former member of the Board of Trade, died at his home at Chicago, Ill.

George D. Laing, who was for 40 years engaged in the grain, feed and seed business at Dixon, Ill., passed away in Minneapolis.

After suffering from typhoid fever, Alfred W. Palmer, a grain and coal dealer of Myrtle, Ill., passed away on September 17.

Joe Murray, a well-known grain buyer of Bancroft, Iowa, died after a lingering illness which had lasted for three or four years.

At the Sawyer Sanitarium, Marion, Ohio, Joseph E. Wing, head of the Wing Seed Company of Mechanicsburg, Ohio, died recently.

Announcement was recently made of the death of George Hehman, junior member of the grain and hay firm of George Hehman & Son, conducting its business at Cincinnati, Ohio.

As the result of a stroke of paralysis, Patrick J. Welsh, grain inspector for the Kentucky Elevator Company of Louisville, Ky., passed away at his home there at the age of 48 years.

Early in October, Chas. D. Eads, a partner in the grain firm of Eads & Husted at 327 S. La Salle St., Chicago, Ill., died at his home in that city. He had been a member of the Board of Trade for more than

25 years. Mr. Eads was born in Nauvo, Ill., 57 years ago.

J. Dennison Mann, at the age of 56 years, died on September 20 at Montrose, Mo., from cerebral lesions. Mr. Mann was a grain dealer of Montrose, and is survived by his widow and a son.

George Leggett, an old-time grain dealer of Urbana, Ohio, died October 6 from a complication of diseases. He was 70 years old at the time of his decease. The interment took place at Fletcher, Ohio.

On September 29, Thomas McFaul died at his home in Buffalo, N. Y., at the age of 86 years. He was formerly a prominent member of the Chicago Board of Trade and was actively engaged in the grain business at Chicago from 1860 to 1875.

GOVERNMENT CROP ESTIMATE

Under date of October 7, 1915, the Crop Reporting Board of the U. S. Department of Agriculture made public the following summary of estimates compiled from correspondents' reports received up to and including October 1, 1915:

Crop.	Oct. 1, 1915, indications.	Change since Sept. 1.	Final estimate, 1914.
Winter wheat, bu.	656,866,000	.....	684,990,000
Spring wheat, bu.	345,163,000	+22,700,000	206,027,000
All wheat, bu.	1,002,029,000	+22,700,000	891,017,000
Corn, bu.	3,026,159,000	+41,164,000	2,672,804,000
Oats, bu.	1,517,478,000	+109,808,000	1,141,060,000
Barley, bu.	236,682,000	+13,746,000	194,953,000
Rye, bu.	44,179,000	.....	42,771,000
Buckwheat, bu.	16,738,000	—818,000	16,881,000
Flax, bu.	17,655,000	—516,000	15,559,000
Rice, bu.	26,251,000	—10,000	23,649,000
Hay (tame), tons	80,983,000	70,071,000
Hay (wild), tons.	20,293,000	18,615,000

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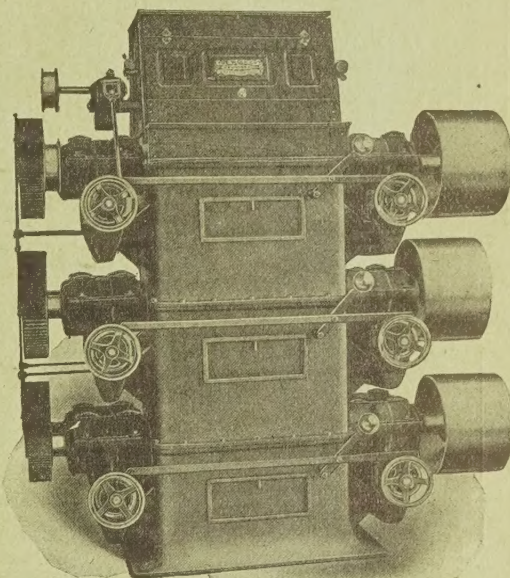
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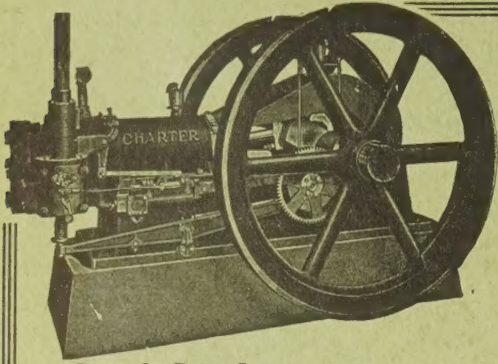
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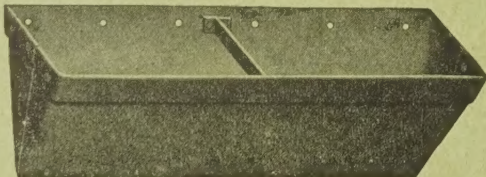


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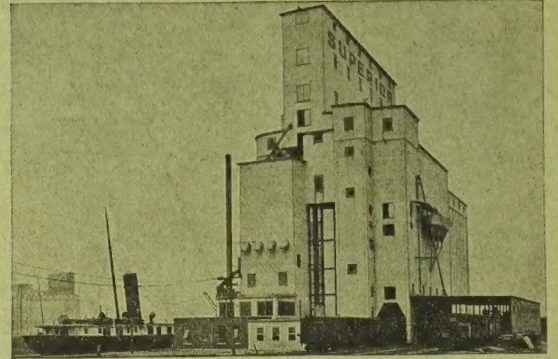
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